



# Investor Presentation

## Q1 2024/25

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# Taaleem Snapshot



# Taaleem - Egypt's Leading Pure Play Higher Education Platform



## Company Overview

### About

Taaleem operates a platform-based business model built on three operational pillars designed to be sustainably scalable across multiple assets and generate shared value between the Company and the community. The platform's centralized supporting functions enable synergy extraction, control, operational optimization, and the exploitation of economies of scale, allowing Taaleem's academic units to focus on providing tailored value offerings and high-quality education.



### Academic Quality

Providing accessible, high-quality tertiary education that equips students with the skills needed to begin thriving professional careers



### Student Experience

Providing exceptional student experience and enhanced student development activities that maximize value for all enrolled students



### Financial & Operational Excellence

Delivering a range of centralized value-adding functions, enabling the sustainable replication of Taaleem's model across multiple units



## Financial Highlights

### Revenue

EGP **591** million

Q1 24/25

▲ 51% YoY

### Adjusted EBITDA\*

EGP **401** million

Q1 24/25

▲ 39% YoY  
68% Margin

### Net Income

EGP **299** million

Q1 24/25

▲ 35% YoY  
51% Margin

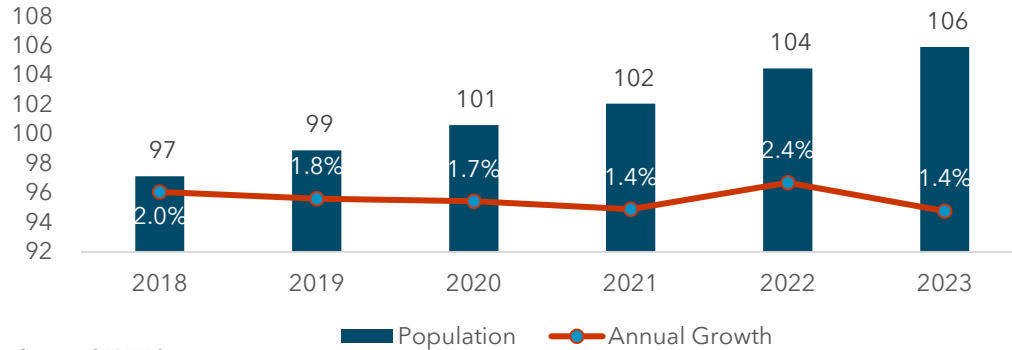
\*EBITDA is adjusted for EGP 7.9mn ESOP expense in Q1 2025 - EGP 2.3mn ESOP expense and 0.7mn sale of assets in Q1 2024.

# Fertile Growth Environment



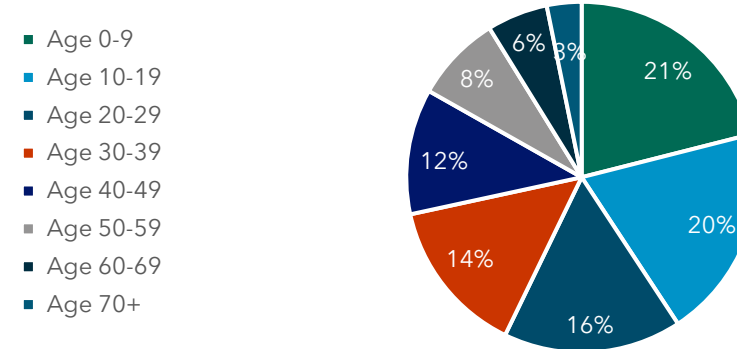
# Macroeconomic Indicators (1/4)

## Population (mn)



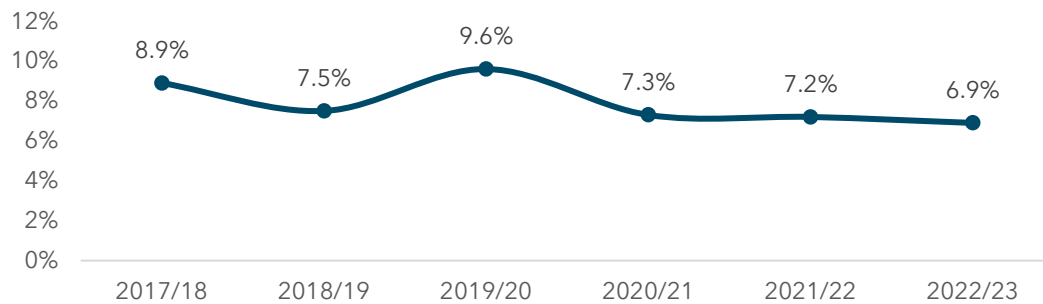
Source: CAPMAS

## Demographic Profile - 2023



Source: CAPMAS

## Unemployment Rate (% of population)

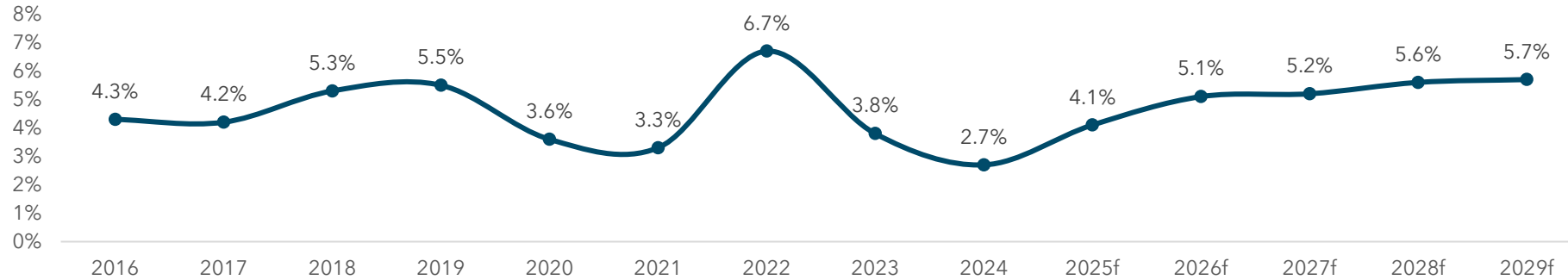


Source: Ministry of Finance (MoF)

- Egypt's population continues to grow with almost half of the country's population made up of people between the ages of 0 and 19, a group that is progressively on an upwards growth trajectory, driving increased demand for higher educational services.
- 31% of Egypt's population is of student-age, falling within the age bracket of 5-19 years old, fueling increased demand for educational services.
- Egypt's unemployment rate is on a steady decline, indicating overall economic resilience and an expanding labor market.

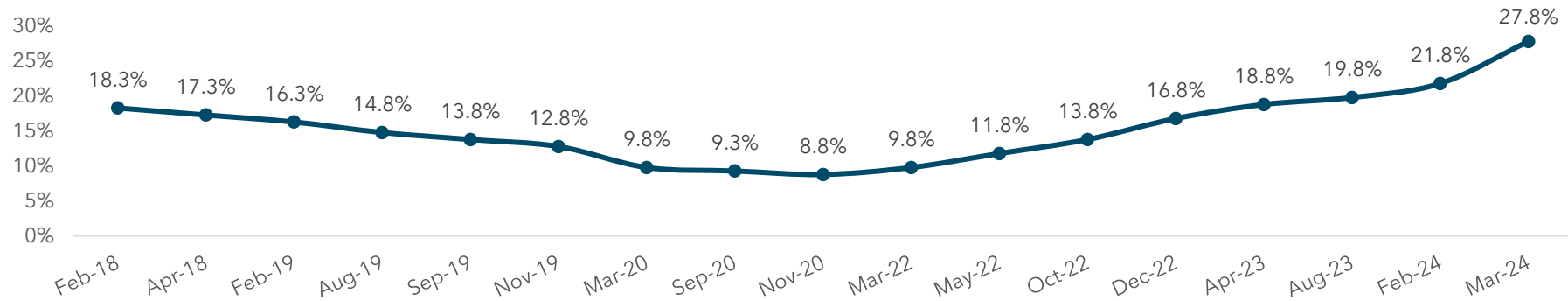
# Macroeconomic Indicators (2/4)

## Real GDP Growth



Source: International Monetary Fund (IMF)

## CBE Discount Rate

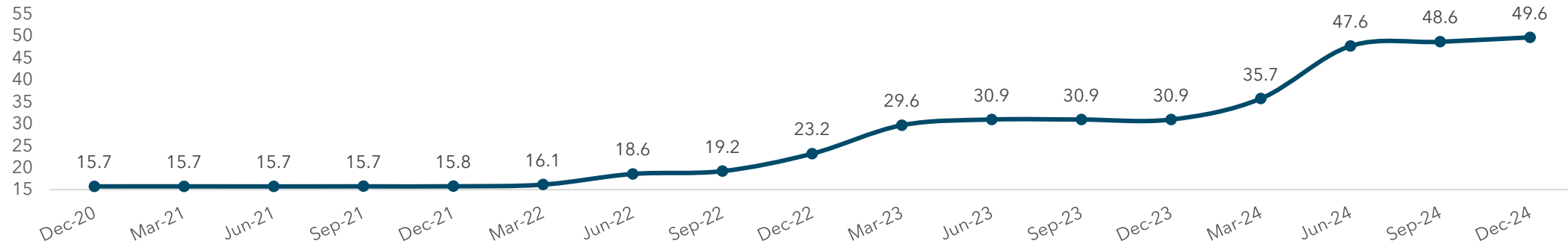


Source: Central Bank of Egypt (CBE)



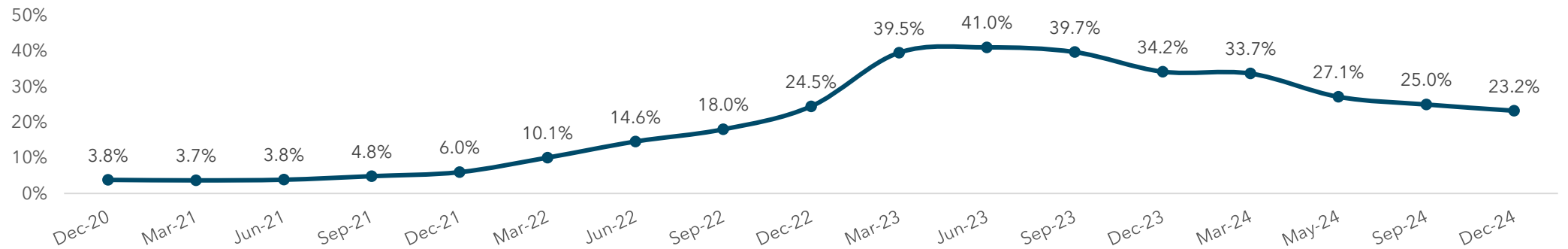
# Macroeconomic Indicators (3/4)

## Average USD/EGP



Source: Central Bank of Egypt (CBE)

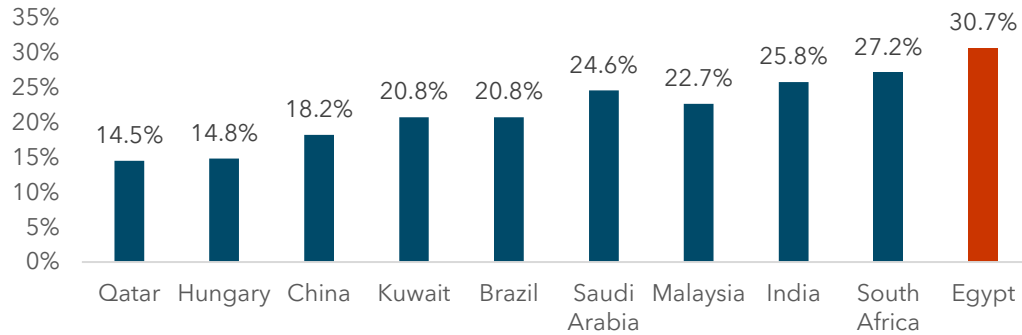
## Core Inflation (YoY)



Source: Central Bank of Egypt (CBE)

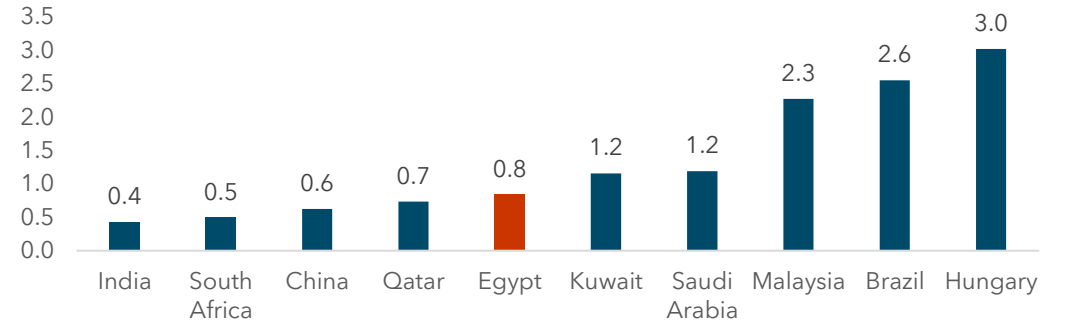
# Macroeconomic Indicators (4/4)

## Student-Age Population - 2023 (% of Total)



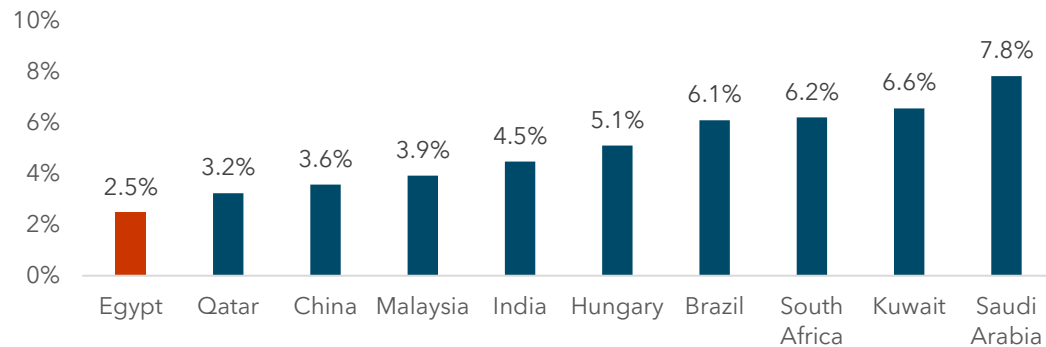
Source: World Bank

## No. of Universities/mn Population - 2023



Source: World Higher Education Database - World Bank

## Public Expenditure on Education - 2020 (% of GDP)

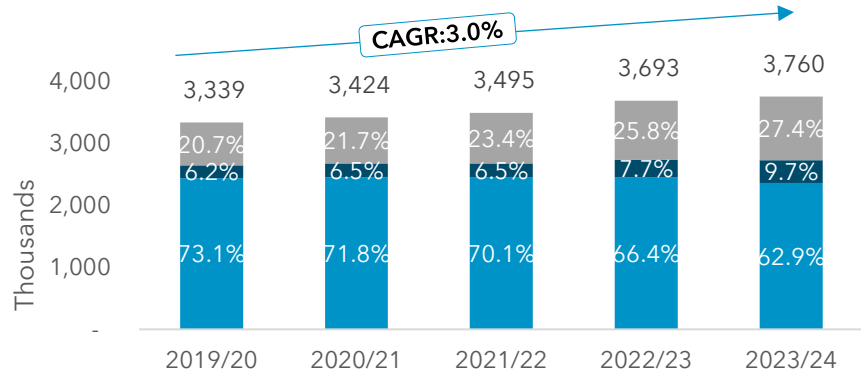


Source: World Bank - CAPMAS

- Egypt has the largest student-age population in comparable emerging markets and the MENA region.
- Given its young and growing population, a strong demand for educational services is projected in the long term.
- Egypt's relatively low number of universities/population, 0.82/mn population, (including public and private universities and disregarding other higher education institutions), combined with a low public spending on the sector, demonstrates a great opportunity for growth in private tertiary education.

# Sector Highlights (1/3)

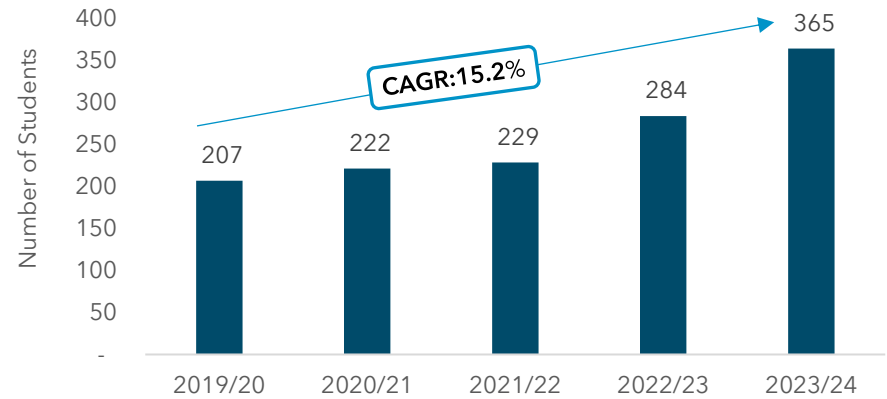
## Higher Education Market (Students, 000's)



Source: CAPMAS

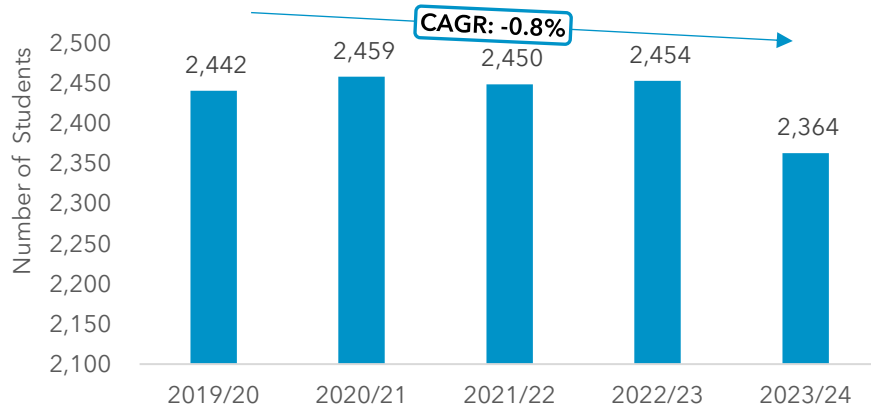
■ Public ■ Private ■ Other

## Private Higher Education (Students, 000's)



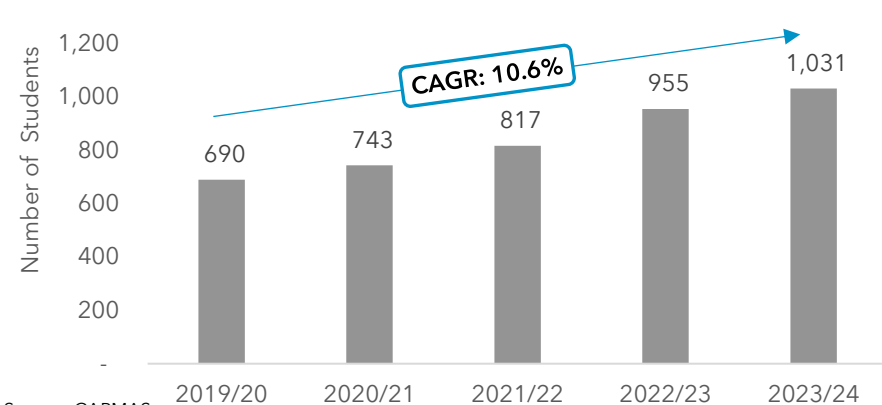
Source: CAPMAS

## Public Higher Education (Students, 000's)



Source: CAPMAS

## Other Higher Education (Students, 000's)

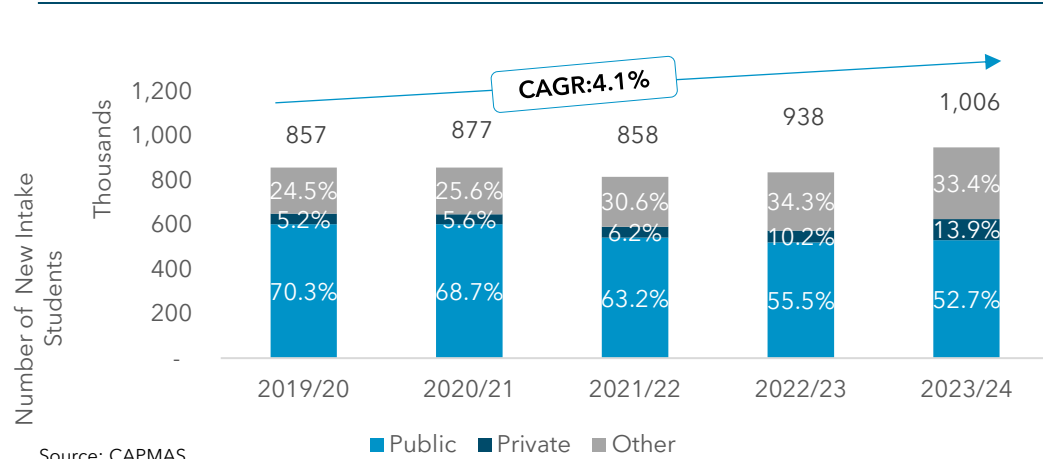


Source: CAPMAS

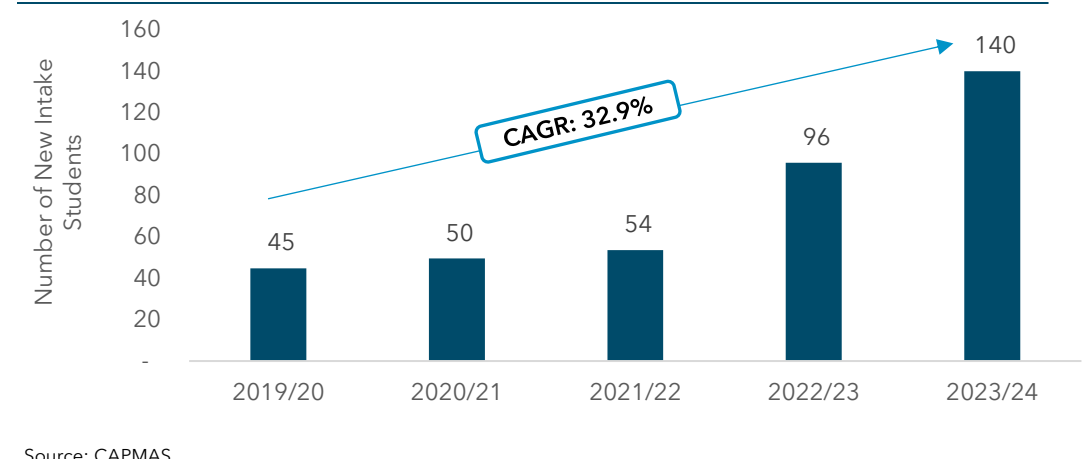
- The higher education sector is growing at a healthy rate (4-yr CAGR of 3.0%), with private higher education, recording a 4-year CAGR of 15.2%, compared to -0.8% for public institutions.
- The expanding market share of private higher education reflects that it is strongly well-positioned for growth.
- "Other" comprises of colleges and similar institutions that mostly do not provide the same level of degrees offered by private and public universities.

# Sector Highlights (2/3)

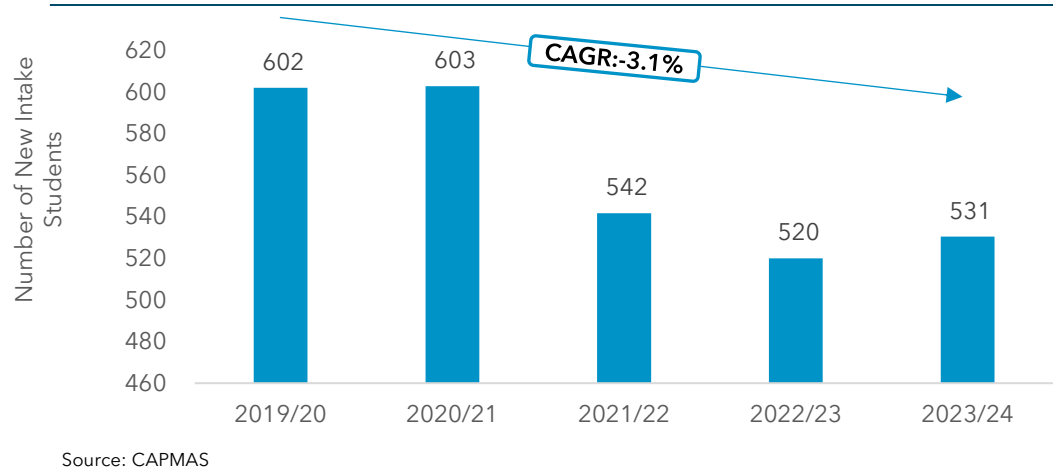
## Higher Education New Intake (Students, 000's)



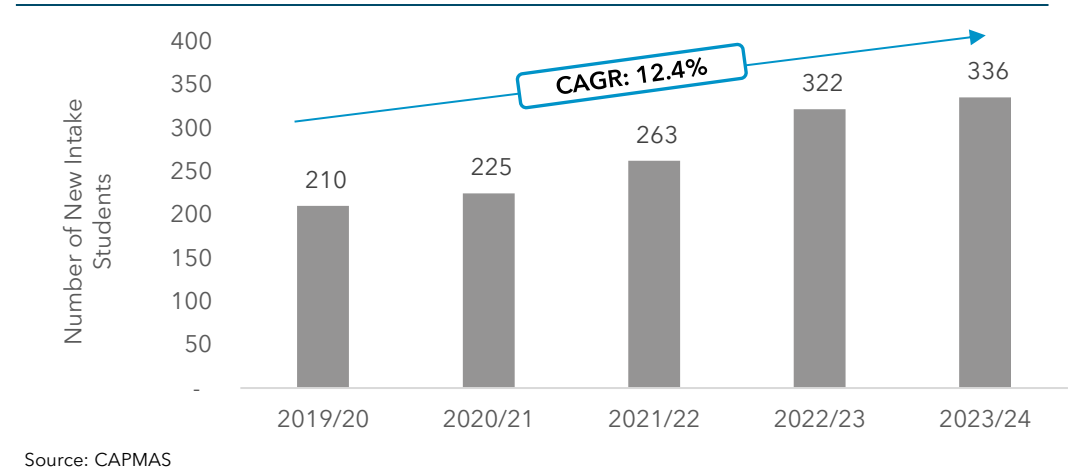
## Private Higher Education New Intake (Students, 000's)



## Public Higher Education New Intake (Students, 000's)

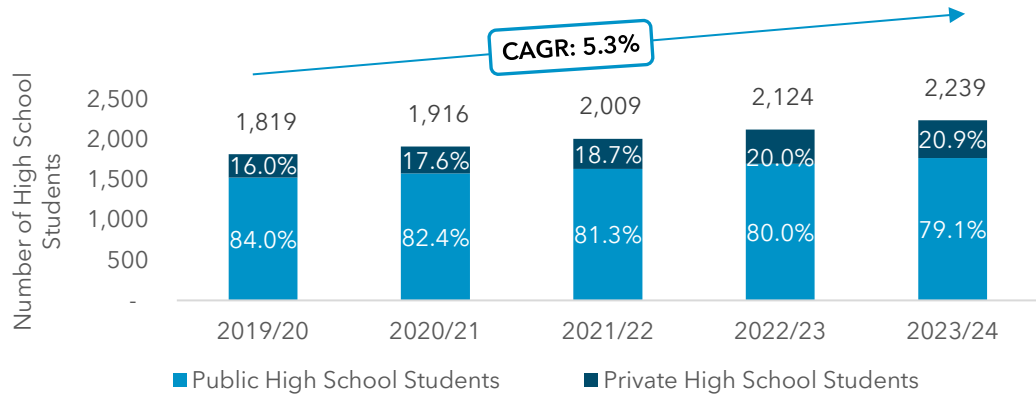


## Other Higher Education New Intake (Students, 000's)



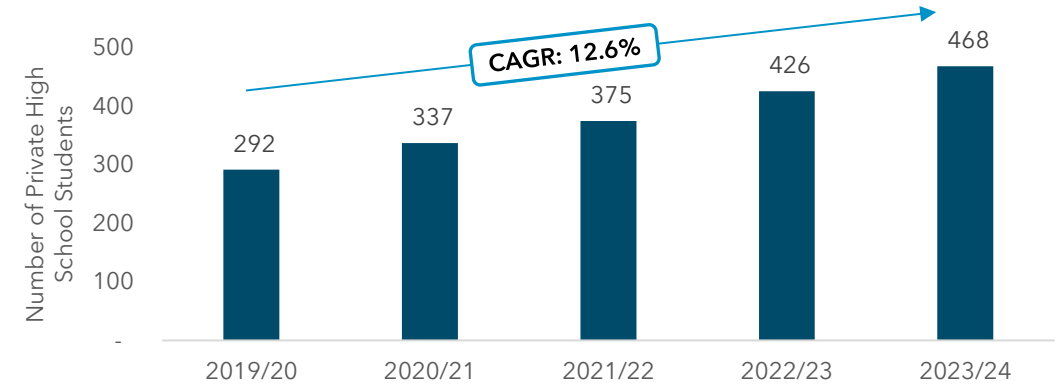
# Sector Highlights (3/3)

## Total High School Students (000's)



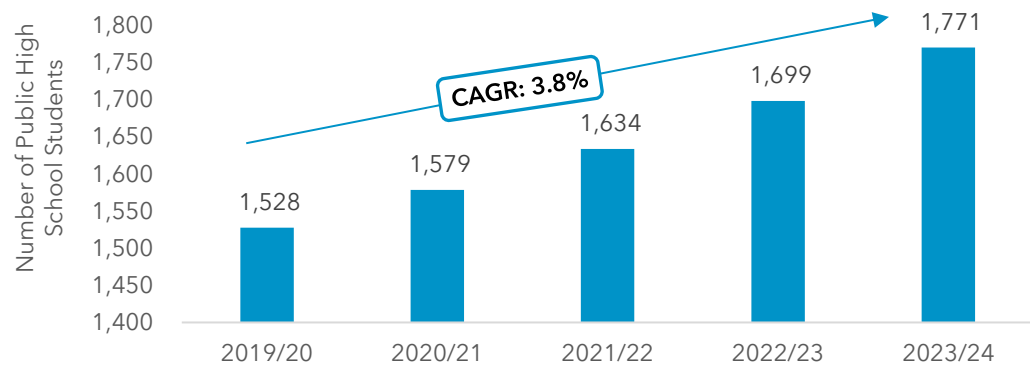
Source: Ministry of Education (MoE) - CAPMAS

## Private High School Students (000's)



Source: Ministry of Education (MoE) - CAPMAS

## Public High Schools Students (000's)



Source Ministry of Education (MoE) - CAPMAS

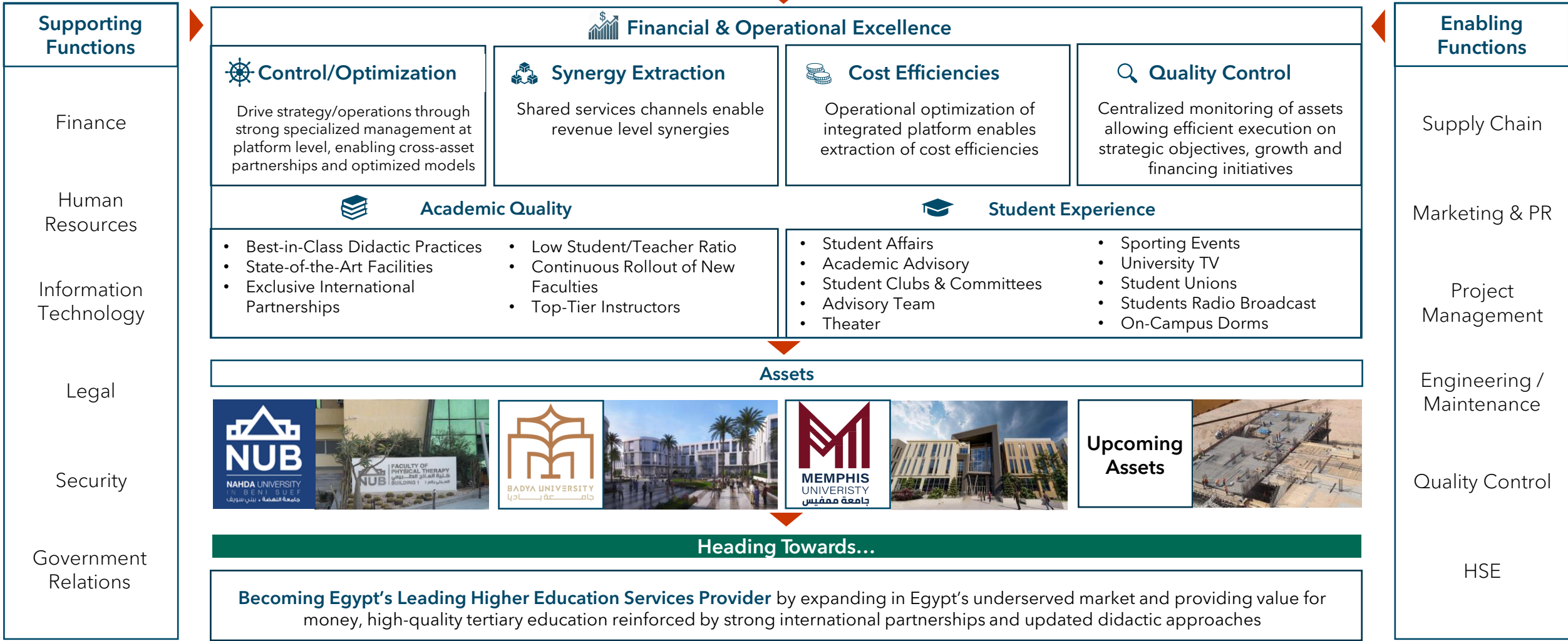
- High school students are those attending their last three years of K-12 education. They are comprised of Thanaweya Amma and other high school programs for senior students (between years 10 and 12).
- Private high school students are growing rapidly at a 4-yr CAGR of 12.6%, compared to just 3.8% for public high school students, demonstrating an expanding culture of investing in quality private education. It also represents a large pool of potential private university students with the means to invest in private education.



# A Closer Look at Taaleem

# Our Robust Business Model Ensures Sustainable Scalability

Shareholders  
Board of Directors  
Executive Management



# A Leadership Team of the Highest Caliber



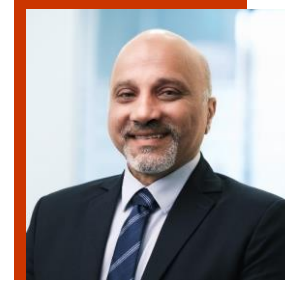
**Mohamed El Rashidi**  
Managing Director & Chief Executive Officer



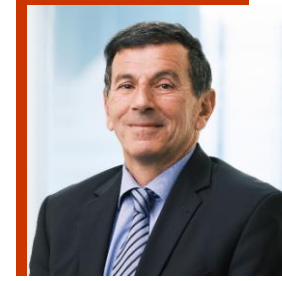
**Khaled Khater**  
Chief Financial Officer



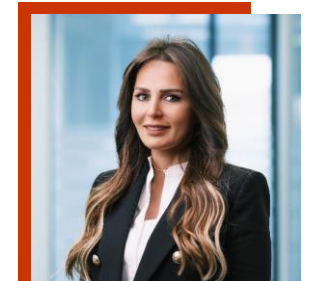
**Solafa Goueli**  
Director of Academic Development & International Relations



**Hossam Shoushan**  
Group IT Director



**Ahmed El-Hakim**  
Head of Engineering & Projects



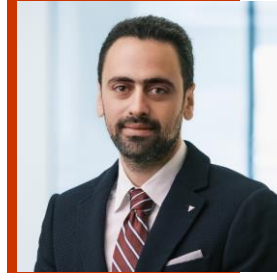
**Nehal Ahdy**  
Marketing & Public Relations Director



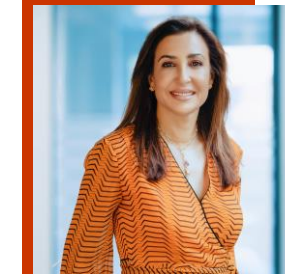
**Iman Badr El Din**  
Business Development Director



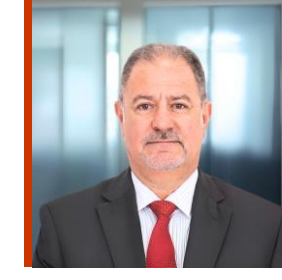
**Amal Ghoneim**  
Financial Reporting & Consolidation Manager



**Mohamed El-Feky**  
Supply Chain Manager



**Sally Halawa**  
Head of Projects & Academic Affairs



**Rafik Nakhla**  
HR Director



**Mohamed Azzam**  
HR Manager



**Hazem Fekry**  
Financial Controller



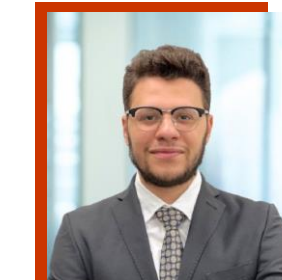
**Khaled Abd El-Aal**  
Financial Controller



**Mostafa Abd Allah**  
Internal Audit Manager



**Mohamed Hatem**  
Internal Audit Senior Manager



**Alaa Reyad**  
Lega Manager



# Significant Milestones Across the Years



- In 2015, the founding Investors of Taaleem Management Services entrusted Mohamed El Rashidi to develop and lead the company as its Managing Director & CEO, given his long and successful career and his vision to give back to the Egyptian community by offering high-quality and value for money educational services



- Introduced Aptech English and Computer courses at NUB's Learning Resource Center, which was established through an investment of EGP 63mn
- Partnered with MUVI to develop NUB's Medical Curriculum
- NUB entered into right-of-use agreement with Beni Suef Hospital

2015

2016

2017

2018

2019

- Acquired Nahda University in Beni Suef (NUB), an operational private University in Upper Egypt offering six Faculties: Dentistry, Pharmacy, Marketing & Business Administration, Media, Computer Science, and Engineering.
- Launched NUB's Dentistry Hospital with an investment of EGP 36.5mn
- Began overhauling NUB's Campus



- Launched Medical Faculty with an investment of EGP 142mn and overhauled the NUB campus
- Acquired land for NUB's campus expansion, which cost a total investment of EGP 208mn disbursed over the 2 subsequent years
- Partnered with MUVI to develop a Dentistry curriculum & received accreditation
- Offered on-campus academies by multinational companies



# Significant Milestones Across the Years



- Partnered with PHD to build a University in Badya City
- Launched Physiotherapy Faculty at NUB, with a total investment of EGP 48.4mn disbursed throughout 2020-2023
- Increased NUB Faculties of Medicine, Computer Science, & Engineering quotas

2020

2021



- Received presidential decree for Arts & Architecture and launched Arts in AY 22/23.
- Signed binding documents to acquire University in East Cairo
- The Cabinet approved Badya University's file

2022

2023

- Listed Taaleem on the EGX
- Received initial approval from SCPU on Badya University
- Received SCPU approval to establish Faculties of Arts and Architecture at NUB
- NUB acquired license to offer postgraduate degree in Dental Science
- Signed partnership agreement with NKU



- The completion of the first phase of NUB's University Hospital
- Completed the acquisition of Memphis University in East Cairo
- The issuance of Badya University's presidential decree marking the conclusion of its licensing
- The commencement of Memphis University's construction
- NUB received 4-star rating Qs World University
- Badya University signed an agreement with the University of Texas Medical Branch (UTMB).



# Significant Milestones Across the Years



- Badya University's official launch
- Received the Presidential Decree to establish Memphis University
- Received the Cabinet's approval for the Faculties of Nursing & Medical Sciences
- NUB increased the intake quota for the faculties of Medicine and Computer Science



2024

2025

2026

2027

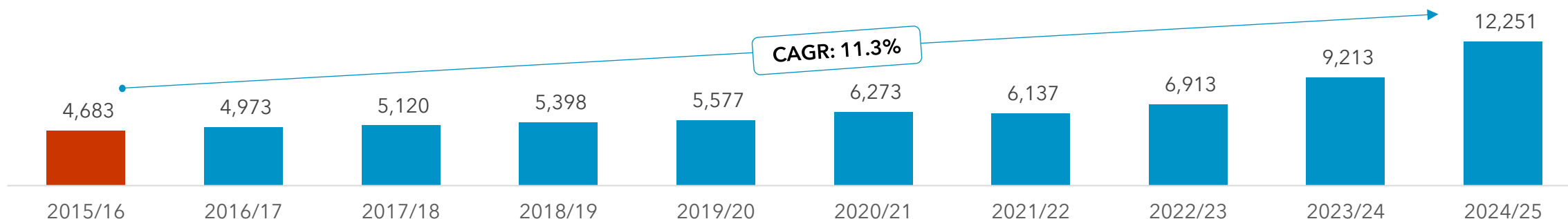
2028



Taaleem Group	AY 2023/2024	AY 2024/2025
Registered Students:	9,213	12,251
Utilization	69%	53%
Number of Operating Universities	1	2
Number of Operating Faculties	9	14
Number of Licensed Universities	2	3

Taaleem Group	AY 2023/2024	AY 2024/2025
NUB Operating Faculties	9	9
NUB Licensed Faculties	10	12
Badya Operating Faculties	-	5
Badya Licensed Faculties	-	7

### Taaleem Student Evolution:



# Our Assets - Nahda University in Beni Suef

## Upper Egypt's First and Largest Private University



9 Operating Faculties  
12 Licensed Faculties



100% Owned by  
Taaleem



190K SQM in Beni-Suef



15,850 Current Student  
Capacity



2 New Faculty &  
Hospital Set to Launch



Academic Partnership  
with MUVI



QS University Rating of  
4/5

## Growth Avenues

AY 2021/22

- 8 Faculties
- 11,350 Total Licensed Capacity



1,200 Students

Medicine & Physiotherapy

- Launched in 2020 and 2021, Medicine and Physiotherapy Faculties still have one and two years of ramping up, respectively
- New intake quota of 400 students for each of the two faculties

AY 2022/23

- 9 Operational Faculties
- 10 Licensed Faculties
- University Hospital
- 12,350 est. Total Licensed Capacity



2,000 Students

Arts & Architecture

- Received presidential decree in Feb 2022
- 116mn of internally financed CAPEX
- Arts Faculty opened its doors to students in Sep 2022 with a new intake quota of 200 students, and Architecture Faculty, set to launch in the coming years, will have an expected new intake quota of 200 students

AY 2023/24

- 9 Operational Faculties
- University Hospital
- 13,350 est. Total Licensed Capacity



University Hospital

- Launched in September 2024 with a CAPEX of approximately EGP 800mn.
- 1st phase launched in September 2022
- Includes a commercial section, up to 70% of capacity
- Agreement with one of the top medical groups to be announced in due date

AY 2024/25

- 9 Operational Faculties
- University Hospital
- 15,850 est. Total Licensed Capacity

3.6K est. Capacity

Three New Faculties

- 3 new Faculties will be established on NUB's new 110K sqm extension acquired in 2020
- 2 of the 3 faculties, Nursing and Medical Sciences, are now fully licensed following the issuance of the presidential decree and are set to launch in September 2025.

AY 2025/26

- 11 Operational Faculties
- University Hospital
- 17,850 est. Total Licensed Capacity



# Badya University

## Top-Tier Private University



5 Operating Faculties  
7 Licensed Faculties



60% owned by Taaleem  
40% owned by Palm Hills



Fully Licensed



7,150 Current Student  
Capacity



Academic International  
Partnerships



Launched in  
2024-25



167K SQM in West Cairo

## Development Roadmap



Faculty/Facility	Planned Capacity	Planned Launch Date
Medicine	2,000	Phase 1 AY24/25
Physiotherapy	2,000	Phase 1 AY24/25
Dentistry	1,260	Phase 1 AY24/25
Business & Economics	1,000	Phase 1 AY24/25
Computer Science	1,200	Phase 1 AY24/25
Engineering	2,000	Phase 2 AY25/26
Fine Arts	1,250	Phase 2 AY25/26
University Hospital	70 Beds	AY25/26-AY 26/27
Additional Faculty (TBA)	TBA	TBA

## A Unique Value Proposition



Planned to operate in  
2025-26



32% owned by Taaleem



80K SQM in East Cairo



7,800 Planned Student  
Capacity



6 Planned Faculties



Academic International  
Partnerships

## Development Roadmap

MHUC Approval

Received

SCPU Approval

Received

Cabinet Approval

Received

Presidential Decree

Received

Faculty/Facility	Planned Capacity	Planned Launch Date
Medicine	2,000	Phase 1 - AY 25/26*
Engineering	1,500	Phase 2 - AY 26/27
Business & Economics	1,200	Phase 2 - AY 26/27
Computer Science	1,600	Phase 3 - TBA
Physiotherapy	1,500	Phase 3 - TBA
Additional Faculty (TBA)	TBA	Phase 3 - TBA
University Hospital	70 Beds	Phase 3 - TBA

\* Planning to launch the Faculty of Medicine in the AY 25/26, subject to SCPU approval to operate without a university hospital in place at the same time.

### Investment

- Planned CAPEX for phase 1 of the project is EGP 2bn, and phase 2 will be determined at a later stage.

### Pricing

- Memphis University is to be positioned as a Unique Value Offering, striking the right balance between high-quality education, exceptional student experience, and competitive pricing.

# Growth Prospects

## A Pipeline of Growth Opportunities

Taaleem is positive about the sector prospects and believes that this is the right time to focus on growth to fortify its position as Egypt's leading pure-play higher education group.



Taaleem's strategy targets reaching a portfolio of 4 assets with different offerings and price points in diverse geographic locations in the medium term.



Taaleem successfully secured 3 assets, the most recent of which was announced in November 2022, and continues to focus on semi-green assets (assets that are not operational but completed part of the licensing process).



Taaleem maintained a net cash position up to H1 2022/23, sparing its leverage capabilities to finance its growth plans, taking into consideration the optimization of the capital structure and the maximization of the ROE.

## Higher Education Landscape

Led by the industry's highest caliber, Taaleem is able to differentiate itself and leverage the higher education's market dynamics to successfully implement its growth strategy of becoming Egypt's leading higher education services provider



Underpenetrated Market



High Barriers to Entry



International Partnerships



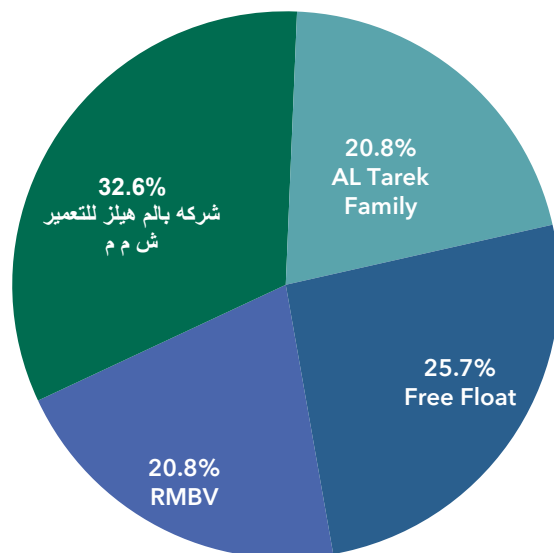
# Stock Information

Listed on the Egyptian Stock Exchange (EGX)	April 2021
Ticker	TALM.CA
Number of Shares Outstanding	730,250,000
Market Capitalization (EGP, as of 15 January 2025)	7,660,322,500

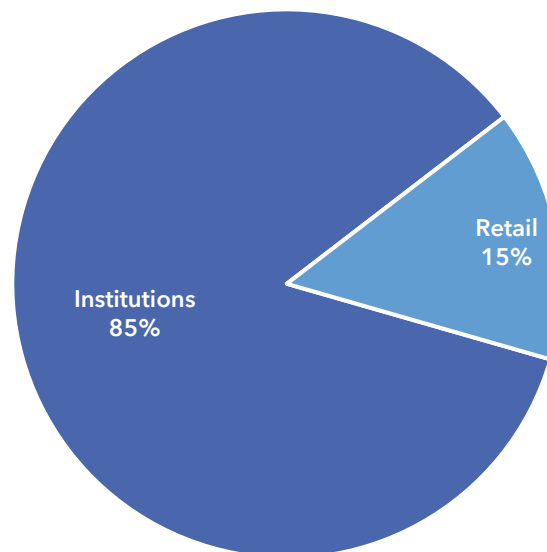


## Shareholder Structure (as of 31 December 2024)

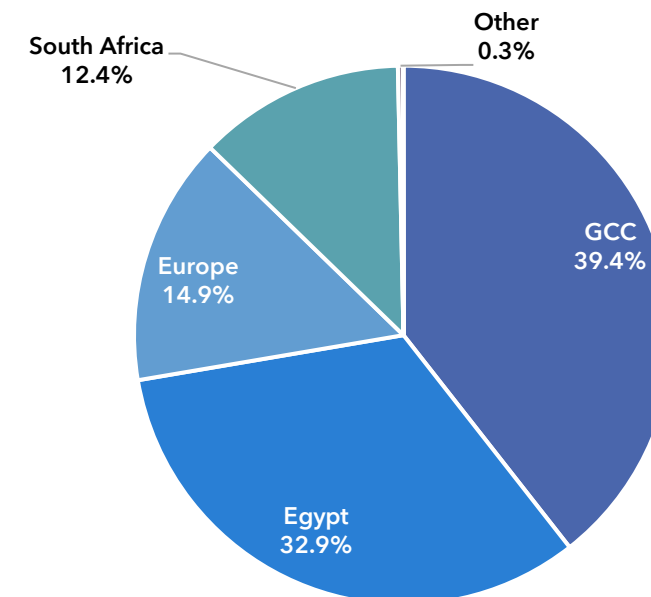
### Main Shareholders & Free-Float



### Free Float by Type



### Free Float by Geography





# Giving Back to the Community



## Social Initiatives and Community Engagement

Over 32 medical convoys to rural villages, providing dental care and medical support

Thousands of dental treatments for those in need, at a nominal cost

Preparation of 6 medical centers in Upper Egypt, serving less fortunate villages

5 Blood donation campaigns

Participated in 16 national community development projects in service of the wider

2 Illiteracy eradication campaigns

6 Nutritional convoys & food donation campaigns



## Diversity and Inclusion Initiatives

Female Taaleem Staff **51%**

Taaleem Female New Hires **53%**

NUB Staff with Disabilities **6%**

Academic Staff Trained **166**

\*As of FY 2024



## Corporate Governance

Board Meetings in FY 2024 **5**

BoD Independent Members **18%**

BoD Female Members **9%**

BoD Committees **3**

\*As of FY 2024

# Corporate Governance Framework



## Board Mandate

The Board manages the Company's affairs, which include setting and defining the strategic objectives of the Company as well as overseeing its execution. It also monitors the performance of the executive management and ensures the effectiveness of the Company's internal control and risk management system. The Board regularly reviews the most suitable method to apply government mandates and adopt the highest performance standards to be followed by employees.

## Board Committees

### Audit

Oversees the Company's financial reporting and audit processes and ensures the effectiveness of the Company's internal control and risk management systems

### Remuneration & Incentives

Establishes the Company's wage structure, reviews employee bonus and profit share proposals, and issues recommendations to the Board of Directors

### ESOP

Supervises the system of the Employee Stock Ownership Plan for the top management and executive members of the Board of Directors



## Internal Control System

The Company's internal control system ensures the quality and effectiveness of operational processes, preserves the Company's assets, ensures the accuracy of financial reports, and ensures that all existing laws and regulations are being implemented.

## Control Environment

### Internal Audit

Issues periodic reports that include the internal control system's strengths and weaknesses as well as proposed recommendations

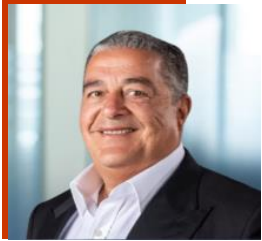
### Risk Management

Classify and assess the main business risks the Company is exposed to (strategic, legal, operational, financial, etc.)

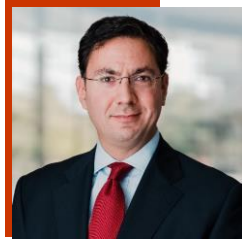
### Compliance

Implements controls to circumvent risks, monitors and reports on the effectiveness of the internal control system, and resolves compliance issues as they arise

# Board of Directors



**Yassin Mansour**  
Non-Executive Chairman



**Ahmed Badreldin**  
Non-Executive Vice  
Chairman



**Mohamed El Rashidi**  
Executive Member -  
Managing Director



**Hisham Gohar**  
Non-Executive  
Member



**Hazem Badran**  
Non-Executive Member



**Tarek Tantawy**  
Non-Executive Member



**Youssef Haidar**  
Non-Executive Member



**Samia Elbaroudy**  
Non-Executive  
Member



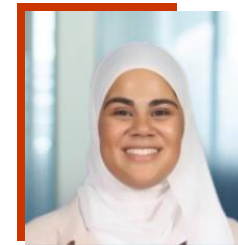
**Omar Elimam**  
Non-Executive Member



**Mahmoud Attalla**  
Non-Executive Member



**Wael Tarek**  
Non-Executive Member



**Fayza Riyad**  
Non-Executive Member  
Independent



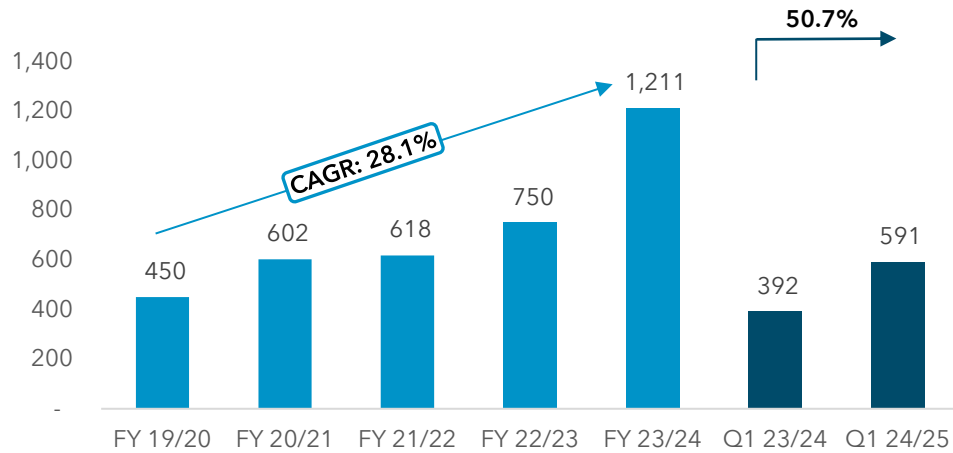
**Eskandar Tooma**  
Non-Executive Member  
Independent

# Financial Performance

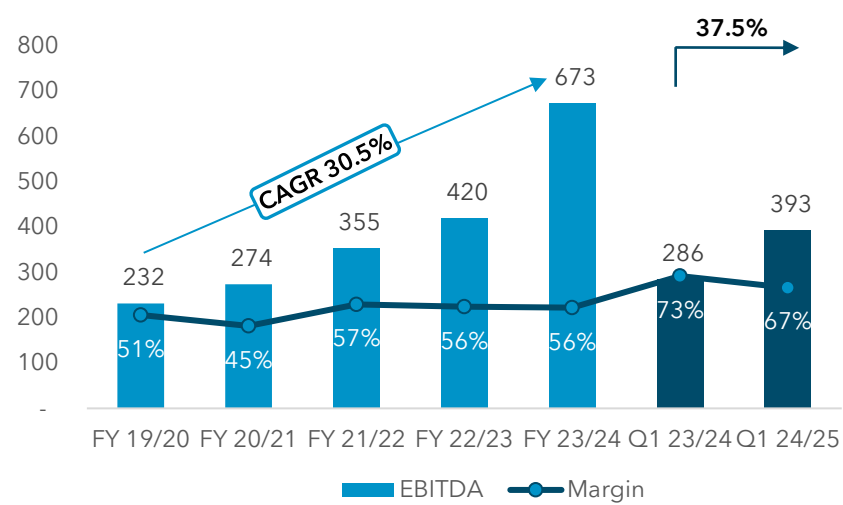


# Financial Indicators (1/2)

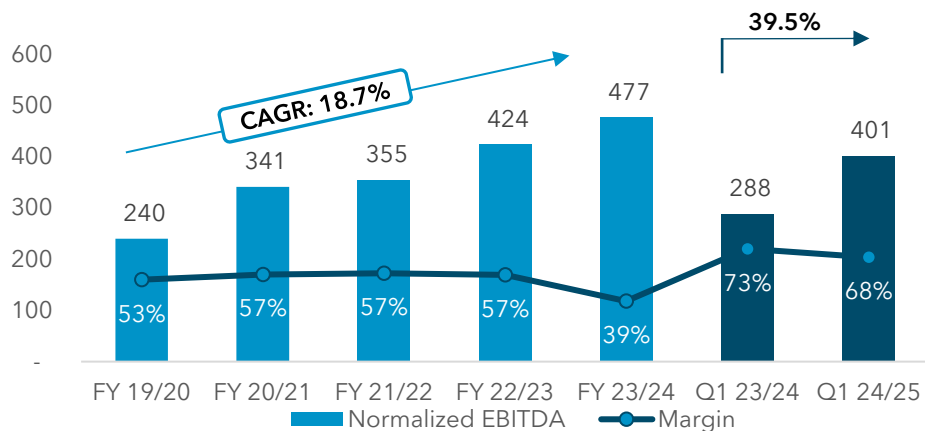
Revenue (EGP mn)



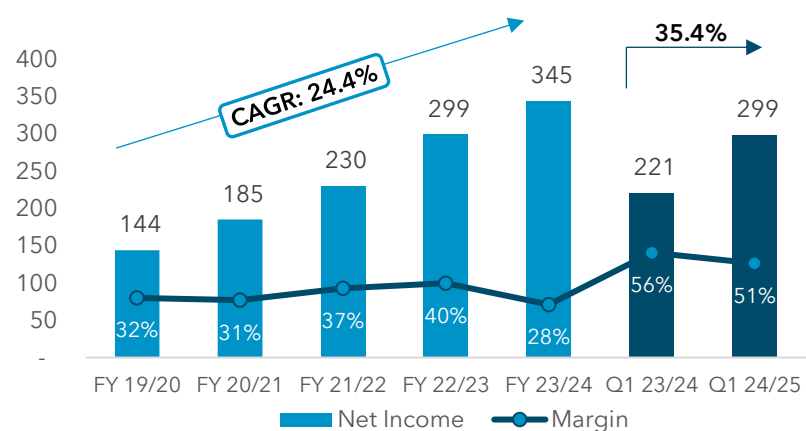
EBITDA (EGP mn)



Adjusted EBITDA\* (EGP mn)



Net Income (EGP mn)



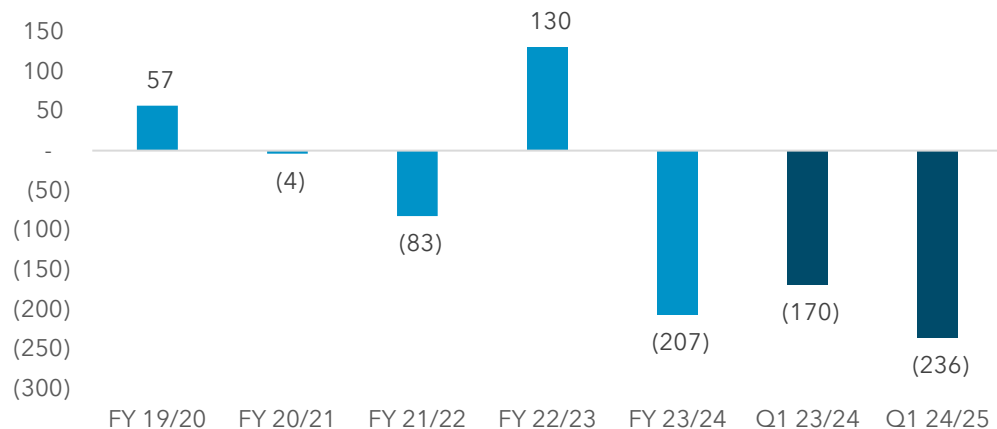
## Sustained Revenue Growth with Strong Profitability and Operational Efficiency

- Total Revenue** reached EGP 591mn, reflecting a robust 51% YoY increase. This growth was driven by a 33% YoY increase in the total student body and an 13.6% rise in average revenue per student.
- EBITDA** reached EGP 393mn, reflecting a 37% YoY increase and delivering a robust 67% margin, underscoring the company's strong operational efficiency and effective cost management. Adjusting for ESOP expenses—EGP 7.9 million in Q1 2025 and EGP 2.3 million in Q1 2024—and EGP 0.7 million in asset sales in Q1 2024, adjusted EBITDA grew by 39% YoY, with 68% margin.
- Net Income** landed at EGP 299mn, achieving a sustainable 35% YoY increase and a robust 51% margin.

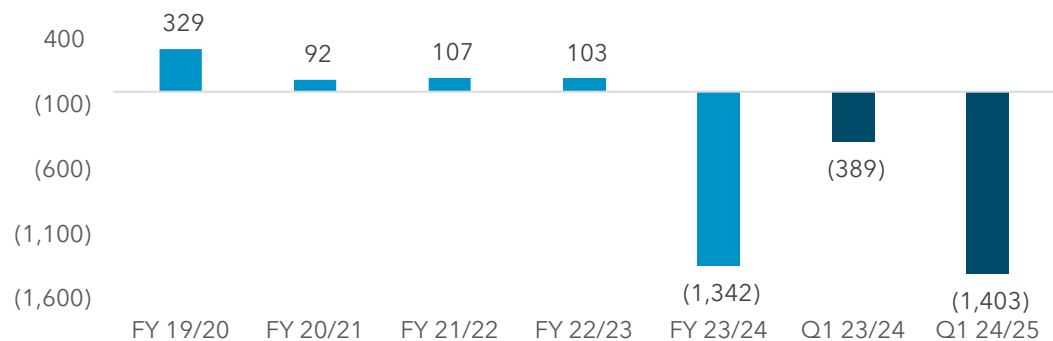
\*EBITDA is adjusted for EGP 7.9mn ESOP expense in Q1 2025 - EGP 2.3mn ESOP expense and 0.7mn sale of assets in Q1 2024.

# Financial Indicators (2/2)

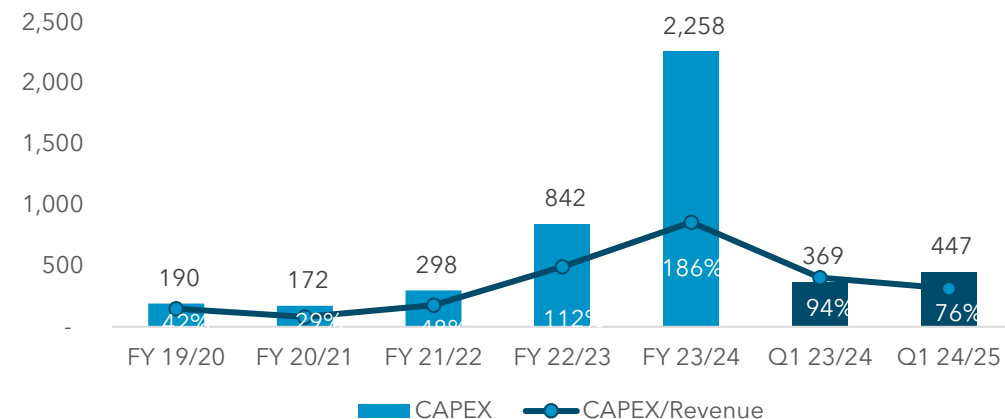
## Working Capital (EGP mn)



## Net Cash/(Debt) (EGP mn)



## CAPEX (EGP mn)

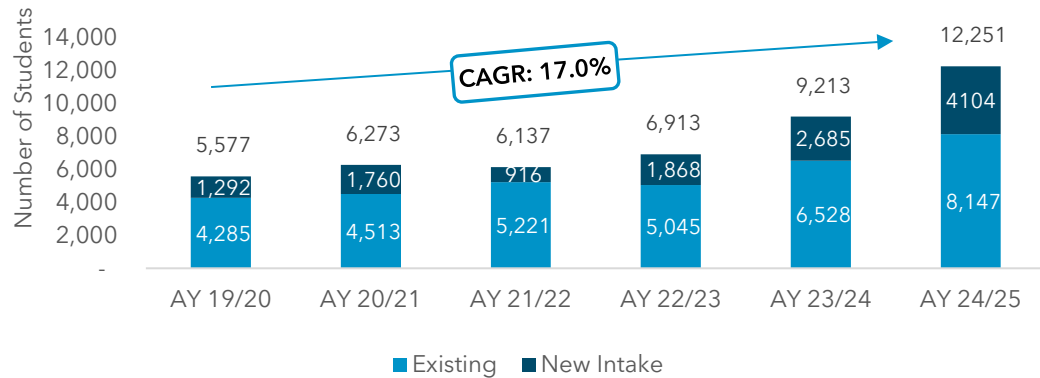


- **Working Capital** recorded negative EGP 236mn as of Q1 24/25. Taaleem has a negative working capital, as tuition is collected prior to the beginning of the semester, resulting in a negative cash conversion cycle (CCC).
- **CAPEX** for Q1 24/25 amounted to EGP 447mn. 99% of Taaleem's CAPEX for the period was disbursed on growth initiatives, including phase one of Badya University, NUB University Hospital, the new faculties of Arts and Architecture, and Memphis university phase one.
- As of Q1 24/25, Taaleem stands on EGP 526mn in cash and holds a total debt of EGP 1.9bn, reflecting a **Net Debt** position of EGP 1.4mn, which comes in line with the Company's growth and capital structure optimization plans.

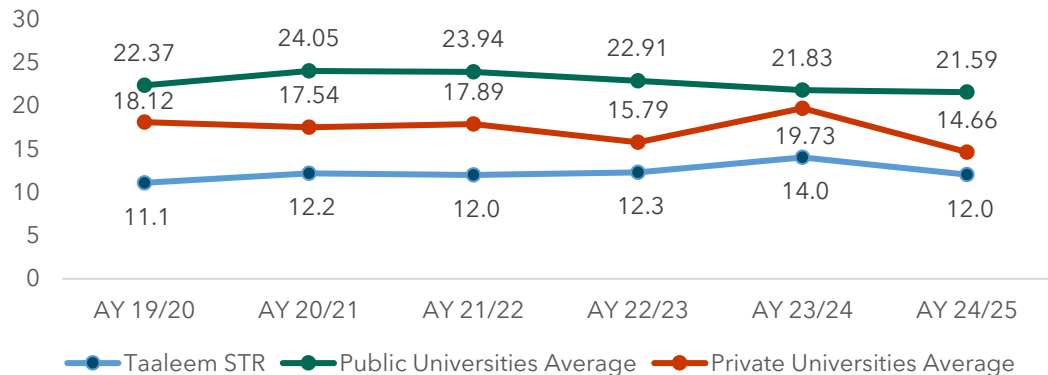


# Operational Indicators

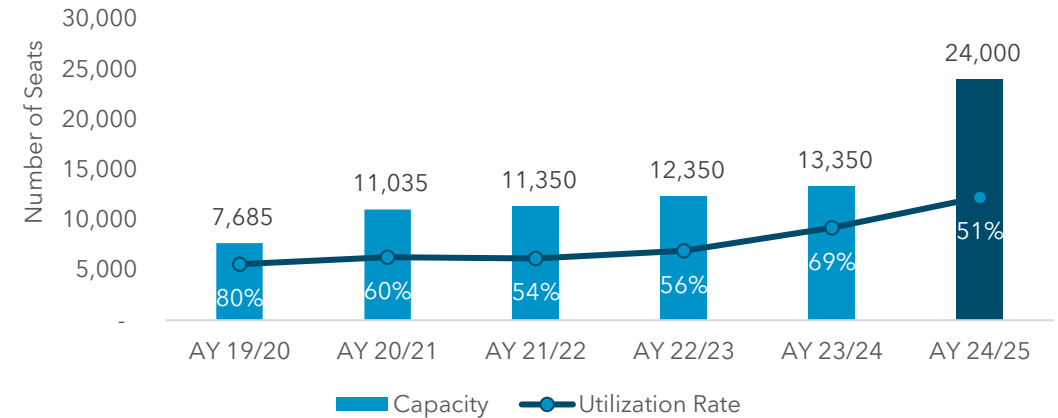
## Enrolled Students



## Student-Teacher Ratio (STR)



## Student Capacity



- **Enrolled Students** at Taaleem's universities totaled 12,251 at the beginning of the AY of 2024/25, exhibiting a YoY increase of 33% driven by the organic growth in demand supported by Egypt's favorable demographics, and the first-year enrollment at Badya university.
- Taaleem's **Student Capacity** for all faculties reached 24,000 students in the academic year of 2024/25, up from 13,350 students last year. This growth is further fueled by Badya University's inaugural year, which includes the launch of five faculties, and an increase in the student quota for the Faculties of Medicine and Computer Science at NUB in the current year. NUB's **Student-Teacher Ratio** stood at 12x in the academic year of 2024/25, compared to 14x in the previous year, which aligns with our targeted STR range and is significantly lower than public and private university averages.

# Performance Outlook

	FY 2023 Actual	FY 2024 Actual	Q1 2025 Actual
Revenue Growth YoY	21%	62%	51%
EBITDA Margin (%)	56% *Adjusted EBITDA: 57%	60% *Adjusted EBITDA: 66%	37% *Adjusted EBITDA: 39%
Operational CAPEX/Sales (%)	2%	2%	1%
Growth CAPEX/Sales (%) **	117%	186%	75%

\*EBITDA is adjusted for ESOP expense and non-recurring items.

\*\*Refer to slide 42 for Q1 2025 and FY CAPEX breakdowns

# Latest Events



# Highlights of the Main Events During the Past 12 Months

## AY 23/24 Enrollment Update

On October 26, 2023, Taaleem announced that the enrollment for the AY of 23/24 at NUB is progressing strongly. The number of registered students for the ongoing year has increased NUB's student base by 33% to reach 9,213 students. Notably, the number of students enrolled in NUB's four medical faculties - Medicine, Dentistry, Pharmacy, and Physiotherapy - increased by 37% YoY, from 4,427 to 6,061. This growth is a testament to NUB's excellence in the medical segment, which will be further strengthened by the full launch of the university hospital during the AY of 2023/24 followed by the addition of the new faculties of Nursing and Medical Sciences.



Dec 25



## Badya University Established an Affiliation Agreement with the University of Texas Medical Branch

On December 25, 2023, Taaleem announced that Badya University signed an agreement with the University of Texas Medical Branch (UTMB). UTMB is a prominent academic health science center located in Galveston, Texas. Under this agreement, Badya University and UTMB will explore various avenues of collaboration, including reciprocal exchange programs for students and faculty, collaborative research projects, the exchange of publications, reports, and other academic information, as well as collaborative professional development initiatives.

## The Cabinet Approves Memphis University's File

On March 20, 2024, Taaleem announced that the Cabinet has granted approval for the establishment of Memphis University, Taaleem's third asset located in East Cairo, with the regulatory approval process now pending only the issuance of the presidential decree. On the development side, the construction of the first phase, encompassing the three faculties of Medicine, Engineering, and Business & Economics, is progressing steadily towards the University's planned inauguration in September 2025.



# Highlights of the Main Events During the Past 12 Months

Mar  
20



## The Cabinet Approves Memphis University's File

On July 03, 2024, Taaleem announced the completion of the licensing process for Memphis University, Taaleem's third asset located in East Cairo. This milestone follows the issuance of the private university's presidential decree, marking the end of a rigorous regulatory approval process. Meanwhile, the construction of the first phase of Memphis University, which includes the faculties of Medicine, Engineering, and Business & Economics, is steadily advancing towards the University's planned opening in September 2025.

## NUB Receives Presidential Decree to Establish the Faculties of Nursing and Medical Sciences

On September 02, 2024, Taaleem announced that Nahda University in Beni Suef (NUB) has received the presidential decree to establish two new faculties, namely Nursing and Medical Sciences, marking the completion of the licensing process. NUB's unwavering commitment to enhancing its academic offerings has reached a significant milestone with the addition of the two new faculties. This expansion brings the total number of licensed medical faculties to six, complemented by the University Hospital, further solidifying NUB's position as a leading medical education provider.



Sep  
02

Oct  
15



## AY 24/25 Enrollment Update

On October 15, 2024, Taaleem has announced significant enrollment growth for the 2024/25 academic year, with the total student base increasing by 33% to 12,251. This growth has been primarily fueled by Taaleem's medical faculties, which have recorded a remarkable 31% increase in enrollments, currently serving a total of 7,969 students. Notably, the Faculty of Medicine achieved an exceptional 63% rise in enrollments year-on-year, highlighting the increasing demand for quality medical education within its universities. This surge not only reflects Taaleem's commitment to excellence in healthcare education but also underscores its pivotal role in meeting the growing needs of the medical sector in Egypt.

# Latest Achievements



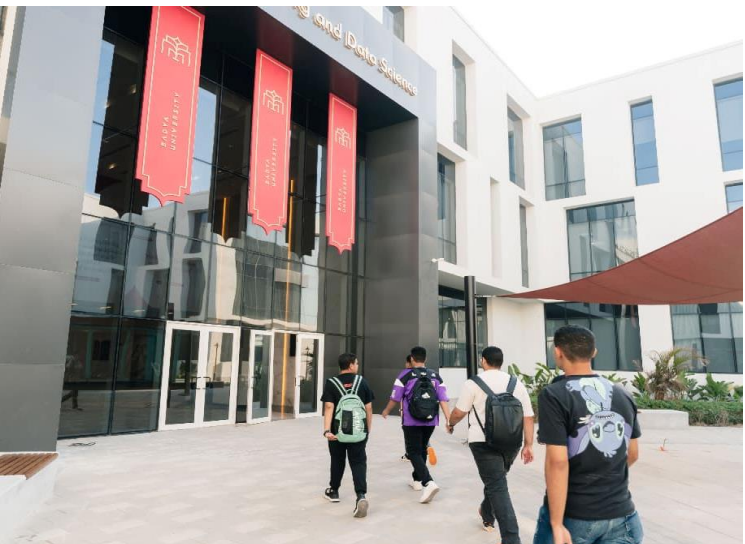
NUB received the presidential decree to establish two new faculties, namely Nursing and Medical Sciences.



# Latest Achievements



## Badya University Officially Launched



# Latest Achievements



- Memphis University Completed its Licensing Process.
- The construction of Phase 1 is progressing steadily, with the Faculty of Medicine expected to launch in September 2025.





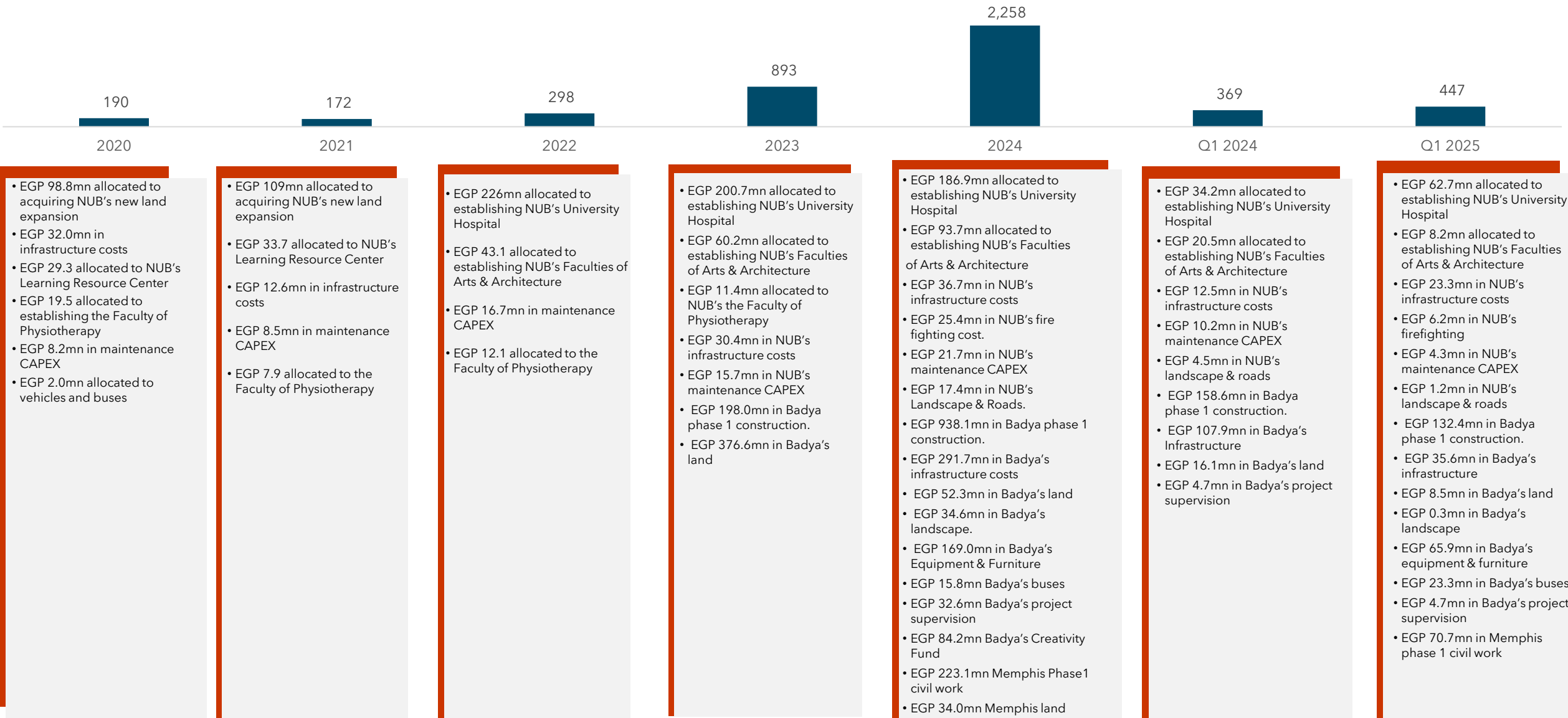
# Appendix



2143	3322144	330311	320659	651
5231	32366987	414264	32664	323698540
47512588		5498216	2558742	221233
1256586301		32154316	3322144	21445002
2211548690		1245755	211	2157
231145568			5158750	3254180
213311599				215
21315				
320120				
32369852				
121338				
132579				
195654084				
231512				
19011				



# CAPEX Breakdown



- EGP 98.8mn allocated to acquiring NUB's new land expansion
- EGP 32.0mn in infrastructure costs
- EGP 29.3 allocated to NUB's Learning Resource Center
- EGP 19.5 allocated to establishing the Faculty of Physiotherapy
- EGP 8.2mn in maintenance CAPEX
- EGP 2.0mn allocated to vehicles and buses

- EGP 109mn allocated to acquiring NUB's new land expansion
- EGP 33.7 allocated to NUB's Learning Resource Center
- EGP 12.6mn in infrastructure costs
- EGP 8.5mn in maintenance CAPEX
- EGP 7.9 allocated to the Faculty of Physiotherapy

- EGP 226mn allocated to establishing NUB's University Hospital
- EGP 43.1 allocated to establishing NUB's Faculties of Arts & Architecture
- EGP 16.7mn in maintenance CAPEX
- EGP 12.1 allocated to the Faculty of Physiotherapy

- EGP 200.7mn allocated to establishing NUB's University Hospital
- EGP 60.2mn allocated to establishing NUB's Faculties of Arts & Architecture
- EGP 11.4mn allocated to NUB's the Faculty of Physiotherapy
- EGP 30.4mn in NUB's infrastructure costs
- EGP 15.7mn in NUB's maintenance CAPEX
- EGP 198.0mn in Badya phase 1 construction.
- EGP 376.6mn in Badya's land

- EGP 186.9mn allocated to establishing NUB's University Hospital
- EGP 93.7mn allocated to establishing NUB's Faculties of Arts & Architecture
- EGP 36.7mn in NUB's infrastructure costs
- EGP 25.4mn in NUB's fire fighting cost.
- EGP 21.7mn in NUB's maintenance CAPEX
- EGP 17.4mn in NUB's Landscape & Roads.
- EGP 938.1mn in Badya phase 1 construction.
- EGP 291.7mn in Badya's infrastructure costs
- EGP 52.3mn in Badya's land
- EGP 34.6mn in Badya's landscape.
- EGP 169.0mn in Badya's Equipment & Furniture
- EGP 15.8mn Badya's buses
- EGP 32.6mn Badya's project supervision
- EGP 84.2mn Badya's Creativity Fund
- EGP 223.1mn Memphis Phase1 civil work
- EGP 34.0mn Memphis land

- EGP 34.2mn allocated to establishing NUB's University Hospital
- EGP 20.5mn allocated to establishing NUB's Faculties of Arts & Architecture
- EGP 12.5mn in NUB's infrastructure costs
- EGP 10.2mn in NUB's maintenance CAPEX
- EGP 4.5mn in NUB's landscape & roads
- EGP 158.6mn in Badya phase 1 construction.
- EGP 107.9mn in Badya's Infrastructure
- EGP 16.1mn in Badya's land
- EGP 4.7mn in Badya's project supervision

- EGP 62.7mn allocated to establishing NUB's University Hospital
- EGP 8.2mn allocated to establishing NUB's Faculties of Arts & Architecture
- EGP 23.3mn in NUB's infrastructure costs
- EGP 6.2mn in NUB's firefighting
- EGP 4.3mn in NUB's maintenance CAPEX
- EGP 1.2mn in NUB's landscape & roads
- EGP 132.4mn in Badya phase 1 construction.
- EGP 35.6mn in Badya's infrastructure
- EGP 8.5mn in Badya's land
- EGP 0.3mn in Badya's landscape
- EGP 65.9mn in Badya's equipment & furniture
- EGP 23.3mn in Badya's buses
- EGP 4.7mn in Badya's project supervision
- EGP 70.7mn in Memphis phase 1 civil work

# Income Statement

EGP (000's)	Q1 22/23	Q1 23/24	Q1 24/25	YoY Δ
Tuition Fees	220,189	378,914	576,225	52.1%
Student Housing Subscription	5,981	2,831	3,208	13.3%
Bus Subscription	90	162	273	68.9%
Other Educational Fees	7,564	9,988	10,882	8.9%
<b>Total Revenue</b>	<b>233,823</b>	<b>391,895</b>	<b>590,589</b>	<b>50.7%</b>
Operating Costs	(55,690)	(69,652)	(125,049)	79.5%
<b>Gross Profit</b>	<b>178,133</b>	<b>322,243</b>	<b>465,540</b>	<b>44.5%</b>
<b>Margin</b>	<b>76.2%</b>	<b>82.2%</b>	<b>78.8%</b>	(340 bps)
G&A Expenses	(39,979)	(53,023)	(92,531)	74.5%
Provisions	-	-	-	N/A
Other Income	840	1,382	2,936	112.4%
<b>Operating Profit</b>	<b>138,994</b>	<b>270,602</b>	<b>375,944</b>	<b>38.9%</b>
<b>Margin</b>	<b>59.4%</b>	<b>69.0%</b>	<b>63.7%</b>	<b>(539 bps)</b>
Net Finance Income/(Cost)	4,114	14,710	14,281	-2.9%
Income from Investments in Associate	-	-	-	N/A
<b>EBT</b>	<b>143,108</b>	<b>285,312</b>	<b>390,226</b>	<b>36.8%</b>
Current Tax	(33,134)	(64,687)	(91,252)	41.1%
Deferred Tax	2,039	102	(34)	-133.2%
<b>Net Profit</b>	<b>112,013</b>	<b>220,727</b>	<b>298,940</b>	<b>35.4%</b>
<b>Margin</b>	<b>47.9%</b>	<b>56.3%</b>	<b>50.6%</b>	<b>(571 bps)</b>
EPS	0.14	0.30	0.40	
Weighted Average Number of Shares Outstanding	730,250,000	730,250,000	730,250,000	
Normalized EPS*	0.14	0.30	0.40	

# Balance Sheet

EGP (000's)	Q1 22/23	Q1 23/24	Q1 24/25
Inventories	4,881	7,743	7,978
Trade & Other Receivables	96,667	49,766	203,787
Due from Related Parties	-	-	-
Cash on Hand & at Banks	58,449	230,461	525,666
Treasury Bills	142,402	209,382	-
<b>Total Current Assets</b>	<b>302,398</b>	<b>497,353</b>	<b>737,430</b>
Fixed Assets	1,071,089	2,222,077	5,076,403
Intangible Assets	521,860	521,652	606,233
Investments in Associates	-	294,312	-
Right of Use Assets	34,747	31,294	19,700
Trade & Other Receivables	15,835	15,264	32,738
<b>Total Non-Current Assets</b>	<b>1,643,531</b>	<b>3,084,599</b>	<b>5,735,075</b>
<b>Total Assets</b>	<b>1,945,929</b>	<b>3,581,952</b>	<b>6,472,506</b>
Loans & Credit Facilities (due within one year)	-	112,500	112,500
Provisions	4,856	4,731	6,275
Leasing Contracts Liabilities	9,273	13,146	9,954
Trade & Other Payables	105,764	264,222	386,677
Deferred Revenue	141,900	135,456	217,454
Due to Related Parties	-	-	-
ESOP	-	-	20,463
Current Income Tax Liability	103,191	154,999	254,796
<b>Total Current Liabilities</b>	<b>364,985</b>	<b>685,054</b>	<b>1,008,119</b>
Loans & Credit Facilities	-	716,146	1,816,055
Deferred Tax Liabilities	98,192	96,719	87,154
Leasing Contracts Liabilities	34,017	27,889	17,935
Put Option Liability	-	505,573	793,570
Land Liability	-	-	-
Trade & Other Payables	13,533	174,901	115,741
<b>Total Non-Current Liabilities</b>	<b>145,742</b>	<b>1,521,228</b>	<b>2,830,454</b>
Paid Up Capital	730,250	730,250	730,250
Put Option Reserve	-	(505,573)	(793,570)
Reserves	8,986	16,324	21,144
Retained Earnings	682,703	1,047,107	1,591,632
<b>Capital &amp; Reserves</b>	<b>1,421,939</b>	<b>1,288,108</b>	<b>1,549,456</b>
Non-Controlling Interests	13,264	87,562	1,084,476
<b>Total Equity</b>	<b>1,435,203</b>	<b>1,375,670</b>	<b>2,633,932</b>
<b>Total Liabilities &amp; Equity</b>	<b>1,945,929</b>	<b>3,581,952</b>	<b>6,472,506</b>

# Cash Flow

EGP (000's)	Q1 22/23	Q1 23/24	Q1 24/25
Net Profit Before Tax	139,094	285,312	390,226
<b>Adjusted for:</b>			
Depreciation	11,924	12,357	14,213
Amortization of Intangible Assets	52	52	52
Debtors and other debit balances amortization	-	-	142
Amortization of Right of Use	2,470	2,898	2,898
Interest Expense- Lease	1,141	1,205	859
Gain from Sale of Fixed Assets	-	(727)	-
Interest Income	(5,893)	(15,951)	(18,952)
ESOP Reserve	2,104	2,327	7,890
Interest Expense	-	-	-
<b>Profits Before Changes in Working Capital</b>	<b>150,893</b>	<b>287,474</b>	<b>397,329</b>
<b>Changes in Working Capital:</b>			
Inventories	154	308	79
Trade & Other Receivables	(24,092)	(1,524)	(65,007)
Due from Related Parties	-	-	-
Trade & Other Payables	(16,097)	(44,968)	(88,658)
Deferred Revenue	53,146	(87,403)	69,320
Changes in Restricted Cash	20	-	-
<b>Net Cash Generated from Operating Activities</b>	<b>164,023</b>	<b>153,886</b>	<b>313,063</b>
Payments for Purchasing PP&E	(61,452)	(368,732)	(309,282)
Payments to Purchase Intangible Assets	-	-	(512)
Proceeds from Sales of Fixed Assets	-	727	-
Interest Received	5,893	15,951	18,952
<b>Net Cash Flows from Investing Activities</b>	<b>(55,559)</b>	<b>(352,054)</b>	<b>(290,842)</b>
Capital Increase	-	-	80,000
Profit Share Distribution to Employees	(11,750)	(26,508)	(2,082)
Lease Liabilities	(2,852)	(4,071)	(4,416)
Loans & Credit Facilities	-	239,410	1,943
<b>Cash Flow from Financing Activities</b>	<b>(14,602)</b>	<b>208,831</b>	<b>75,446</b>
<b>Net (decrease) increase in cash and cash equivalents</b>	<b>93,862</b>	<b>10,663</b>	<b>97,667</b>
Cash and Cash Equivalents at Beginning of the Year	106,809	429,180	427,999
<b>Cash and Cash Equivalents at End of the Year</b>	<b>200,671</b>	<b>439,843</b>	<b>525,666</b>

# THANK YOU

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For more information, please contact the Investor Relations Team: [IR@taaleem.me](mailto:IR@taaleem.me)