Investment in Special Needs Education

INVESTMENT OPPORTUNITY SCORECARD

EDUCATION

استثمر في السعودية
INVEST SAUDI

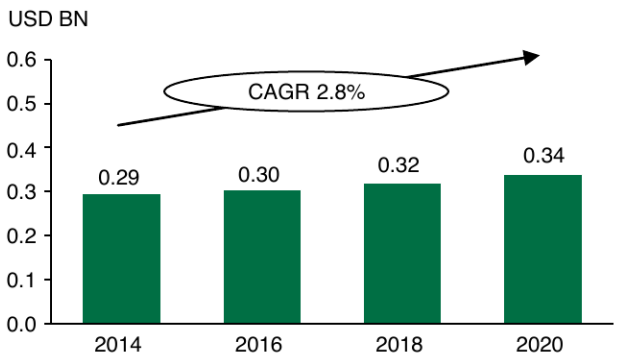
High Potential | Moderate Potential | Low Potential

EDUCATION
Investment in Special Needs Education

OPPORTUNITY'S DESCRIPTION: An opportunity to invest in the education sector in Saudi Arabia through the establishment of Special Needs Education.

DEMAND

MARKET SIZE, USD BN



INVESTMENT OVERVIEW

INVESTMENT HIGHLIGHTS

- Expected investment size of: 30 – 40 M SAR
- Expected IRR: 10 – 14%
- Payback Period: 6 – 8 years
- Opportunity to consider different operating models – FDI with 100% ownership or joint venture with local private sector players

VALUE PROPOSITION

- Significant growth in the sector due to the increase in the enrollment rate of students with special needs in public education, and due to the expansion of career counseling services.
- A promising sector based on the volume of demand from the private sector, which is expected to reach approximately SAR 40-30 million by 2030; (excluding the current size).
- An attractive sector, with an average level of risk, and there are government policies that support the sector which needs to be activated.

KEY DEMAND DRIVERS

- An increase in the number of students with disabilities in the regions of the Kingdom, however, there is a lack of availability of special needs schools.
- Parents enroll their children with disabilities in special needs schools outside the Kingdom.
- Low quality of services provided to students with disabilities in the Kingdom's schools compared to neighboring countries.
- There are insufficient technical services to meet the basic needs of people with disabilities in the Kingdom.

MARKET OVERVIEW

MARKET READINESS AND COMPETITOR ANALYSIS

- To target around 100 SMEs by 2030; and to create at least 3,000 new jobs.

PROVIDER LANDSCAPE

مدرسة أعلام الفكر الاهلية

مدارس رواد الخليج العالمية
ROWAD AL KHALEEJ INTERNATIONAL SCHOOLS
Education for Life

مدرسة الآفاق الأهلية

[1]Non-exhaustive list

GLOBAL TRENDS

- In Finland, translation services are provided to special needs individuals with hearing disability, hearing and vision disability, and speech disability. Also, if they need the help of a translator to go to work, study or conduct transactions, they can request a translation service from the social security at Human Resources and Social Development (HRSD).
- In Canada, parents are given up to $470 per month to support with the child's special needs costs, and the amount depends on the parents' income and the type of disability.
- There is an increasing focus on special needs education which has led to an increase in the hours of the special needs education teachers by 80%.

preliminary and can change according to the nature of the work on the project.

EDUCATION
Opportunity Name

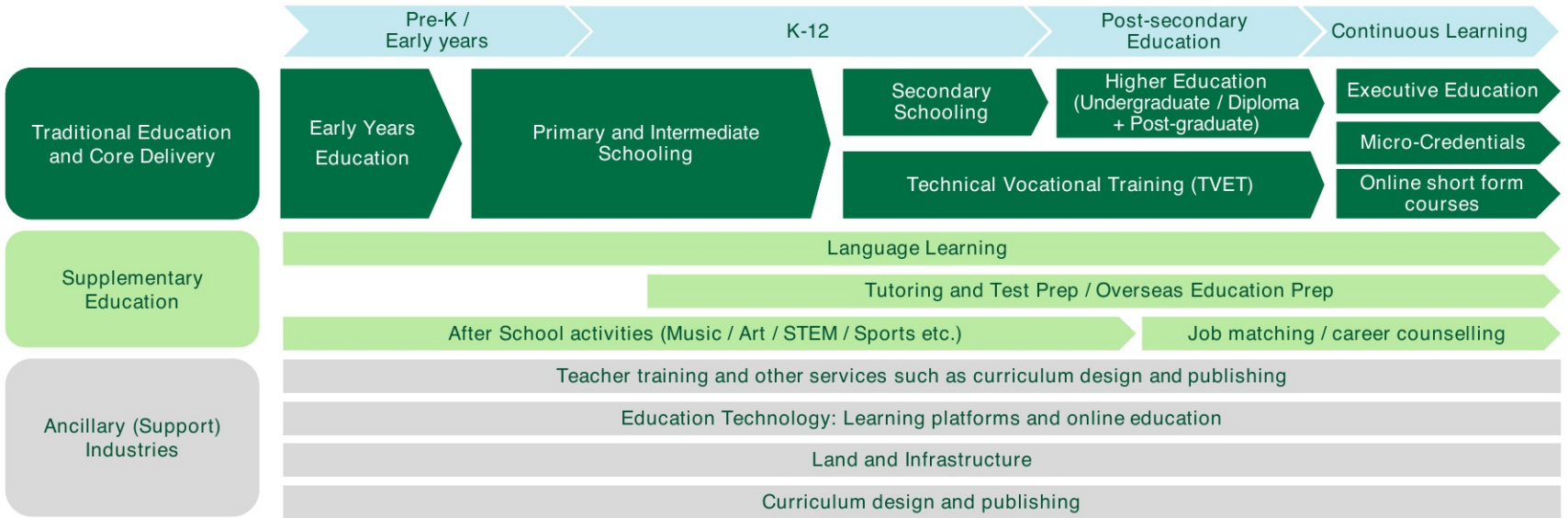
SUPPLY

SCALABILITY AND LOCALIZATION

Grade: Low | Medium | **High**

- The most targeted areas of the Kingdom currently for investment in the field of special needs education:
  - Asir region where the number of students with disabilities is 2,095, and the number of special needs schools is 2
  - The northern border area where the number of students with disabilities is 301, and there are no private special needs schools.

VALUE CHAIN ANALYSIS



KEY STAKEHOLDERS

منشآت monsha'at
الهيئة العامة للمنشآت الصغيرة والمتوسطة
Small & Medium Enterprises General Authority

وزارة الاستثمار
Ministry of Investment

رؤية VISION 2030
المملكة العربية السعودية
KINGDOM OF SAUDI ARABIA

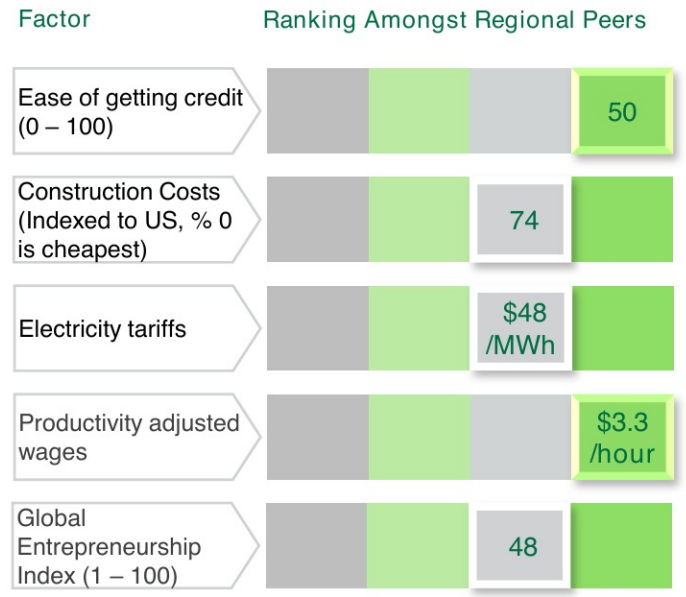
وزارة التعليم
Ministry of Education

ENABLING FACTORS

ENABLERS

- Providing technical and administrative consultations by specialists in special needs education.
- Providing scientific content to the investor through the availability of approved curricula and specialized manuals for each category of people with disabilities.
- Granting educational vouchers to special needs students at all levels of education through a specific program.
- Granting an annual subsidy to private schools according to a specific classification.
- Availability of educational facilities for investment.
- Benefit from e-learning services and learning technologies for the stages of general education, support e-learning and provide consultations to students with disabilities through the "Madrasati" platform.

COST OF DOING BUSINESS IN KSA



Definitions

#	SCORECARD SECTION	DEFINITIONS
1	Market size	Size of market in value/volume in KSA and/or Region (MENA/GCC) covering future projections based on available estimates from published /government sources
2	Business drivers	A select number of factors that will influence future demand for the related product/service
3	Investment highlights	An overview of key financial metrics summarizing the investment opportunity along with the expected return based on the suggested investment size
4	Value proposition	Summary of key differentiators that position KSA as a strategic choice over other regional/global peers
5	Market readiness	An overview of KSA market structure, market maturity and level of participation by local and global players
6	Global trends	Latest business developments within the sector/product category
7	Scalability and localization	Ease of scaling the business across the value chain or into new adjacent products or geographies that would maximize the opportunity's investment returns and the ability and potential to locally manufacture the product and its components
8	Import dependency	An overview of the countries from which Saudi Arabia is importing the product and their value/volume and share in total imports
9	Value chain analysis	The process or activities that would potentially need to be carried out to deliver the underlying product or service
10	Key stakeholders	Government institutions, organizations, and/or authorities that participate or influence the market for the underlying product/service
11	Enablers	Factors that enable investment in the underlying opportunity
12	Cost of doing business in KSA	Key factors that position KSA as a competitive destination for investment in the region. Productivity adjusted wages do not include cost of $1.23/hour towards annual recurring charges including work permit, resident identity (iqama) and health insurance

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