

DIVISIONAL REVIEW: SCHOOLS

BRAND OVERVIEW

BRAND	DESCRIPTION	NO OF SCHOOLS*	EST	LOCATION	CURRICULUM
 CrawfordSchools Pre-Primary • Preparatory • College	<p>CrawfordSchools™ is a trailblazer in innovative and forward-thinking education, offering well-rounded contemporary education from Grade 0000 to 12 in pre-primary, preparatory and college. Every student is acknowledged and offered the opportunity to excel. The child-centred approach inherent in every school prompts students to examine and realise their own potential, ensuring every child is a masterpiece.</p> <p>www.crawfordschools.co.za</p>	20	1993	Gauteng and KwaZulu-Natal	Independent Schools Association of Southern Africa Early Childhood Development Curriculum (ISASA ECDC) South African Curriculum Assessment Policy Statements (CAPS) Independent Examinations Board Subject Assessment Guidelines (IEB SAGS)
 TRINITYHOUSE Pre-Primary • Preparatory • High	<p>Trinityhouse is founded on Christian principles and traditional values and comprises pre-primary, preparatory and high schools. Its students are offered a healthy balance of academic, sports and cultural activities within a structured, secure and disciplined environment from Grade 0000 to Grade 12.</p> <p>www.trinityhouse.co.za</p>	13	1997	Gauteng and KwaZulu-Natal	ISASA ECDC CAPS IEB SAGS
 ELKANAH HOUSE	<p>Elkanah House strives to create a homely, diverse and challenging learning environment, which follows the teaching of Christ to empower students to develop to their full potential. School includes a pre-preparatory, preparatory and college from Grade 000 to Grade 12.</p> <p>www.elkanahhouse.co.za</p>	5	1997	Western Cape	ISASA ECDC CAPS IEB SAGS
 GLENWOOD HOUSE SCHOOL	<p>Glenwood House's philosophy is to offer holistic mainstream education, which helps children develop all-round skills, catering for the body, mind, social and emotional development and well-being, and for the spiritual development of each and every child. The school includes a pre-preparatory, preparatory and college from Grade 000 to Grade 12.</p> <p>www.glenwoodhouse.co.za</p>	3	2006	Western Cape	ISASA ECDC CAPS IEB SAGS
 CENTURUS colleges	<p>Centurus Colleges are a family of independent, co-educational schools providing superior education services for children of varied abilities, embracing diversity and change in pursuit of academic, sporting and cultural excellence. The schools provide a dynamic and progressive education for the individual needs of the students from Grade 0000 to 12 in pre-preparatory, preparatory and high school, and also offers boarding.</p> <p>www.centuruscolleges.co.za</p>	9	2005	Gauteng and North West	ISASA ECDC CAPS IEB SAGS
 MARAGON	<p>Maragon Schools combines excellence with a Christ-centred education while maintaining a healthy balance across all disciplines. The schools maintain high academic, cultural and sporting standards in pre-primary, primary and high school from Grade 0000 to 12.</p> <p>www.maragon.co.za</p>	9	1999	Gauteng	ISASA ECDC CAPS IEB SAGS
 CHARTERHOUSE	<p>Charterhouse is an independent, co-educational school with long-standing traditions. The school has a commitment to the all-round development of each student from Grade 0000 to 7, to enable them to be the cause of their own success.</p> <p>www.charterhouse.co.za</p>	2	1976	Gauteng	Cambridge International Primary
 Junior colleges	<p>Junior Colleges is a brand of nursery schools that provide superior quality education and care to children aged from six weeks to six years and up to Grade 1 at selected sites. A formal curriculum creates meaningful and happy early learning experiences in a safe environment and prepares students exceptionally well for their entry into formal education.</p> <p>www.juniorcolleges.co.za</p>	7	1979	Gauteng	Structured Early Years Foundation Stage (EYFS) ISASA ECDC
 ABBOTTS COLLEGE Senior High School	<p>Abbotts College recognises the individual needs of its students and helps them to develop their full academic potential in an inclusive, caring and focused environment. Catering for Grade 8 to 12 students, the college helps high school students achieve their best possible results by combining methods of expert teaching, pure academic focus and unique processes.</p> <p>www.abbotts.co.za</p>	6	1971	Gauteng and Western Cape	CAPS

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	Founders Hill College provides a sound academic footing while preparing pupils for life beyond matric. This is achieved through a focus on the delivery of a purposeful academic programme and a strong extramural offering from Grade 0 to 9. www.foundershillcollege.co.za	3	2016	Gauteng	ISASA ECDC CAPS
	Copperleaf College in Centurion provides a sound academic footing while preparing pupils for life beyond matric. This is achieved through a focus on the delivery of an excellent academic programme and a strong extramural offering from Grade 0 to 8. www.copperleafcollege.co.za	3	2017	Gauteng	ISASA ECDC CAPS IEB SAGS
	Summit College delivers an overall educational experience that effectively prepares learners for citizenship and allows learners to unlock their individual full potential. The school provides inclusive co-educational learning in a nurturing environment from Grade 0000 to 12. www.summitcollege.co.za	3	1989	Gauteng	ISASA ECDC CAPS IEB SAGS
	Greenwood Bay College is a secular school with a modern, forward-looking approach to education. With the focus on manners, integrity, trust and self-discipline, the school runs from a toddler class, through Grades 000 to Grade 12. www.greenwoodbaycollege.co.za	3	2016	Western Cape	Cambridge International
	Kathstan College offers a mainstream education in a supportive and inclusive environment and is committed to providing the best education and environment for each student. Teachers work on each child's strengths as well as their weaknesses, ensuring each student is given the attention they require from Grade 000 to 12. www.kathstancollege.co.za	3	1988	Gauteng	ISASA ECDC CAPS
	The Bridge Assisted Learning School provides specialised education for Grade 0 to Grade 7 students that require learning intervention. Through small classes and individual attention, the school is able to instil not only the skills, but also the self-esteem that will allow students to take on their learning journey with confidence. www.thebridgeschool.co.za	2	2018	Gauteng	ISASA ECDC CAPS

ADvTECH Academies

Our brands in the rest of Africa

	Gaborone International School provides an excellent English medium education with attention given to learners' academic, physical and moral needs. The school offers affordable private education from crèche and reception to standard 1 to 7, and secondary education from form 1 to 4. www.gaboroneinternationalschool.co.bw	3	1991	Botswana	ISASA ECDC Botswana National Syllabus (PSLE) Cambridge International General Certificate of Secondary Education (IGCSE)
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* Numbers as at 28 February 2018. Schools listed by phase.

** ADvTECH Academies is the umbrella brand to multiple schools, each with an ethos that reflects the needs of the local community. Each school retains its own identity but benefits from the expertise of the ADvTECH Academies management.

Please refer to our website www.advtech.co.za for an interactive map of our site locations.



On pages 42 to 43 you can read more about our relationships with key stakeholders. In our academic excellence feature we focus on the curriculum requirements, please refer to pages 26 to 27.

DIVISIONAL REVIEW: **SCHOOLS** continued



169
students were
in the top
1%
of IEB results

An average
of
1.6
distinctions per
student

1
student obtained
11
distinctions

Crawford Schools
averaged
2.4
distinctions
per student

9
students achieved
9
distinctions

Glenwood
House
averaged
3
distinctions
per student

26
students achieved
8
distinctions

99%
Matric pass rate

41
students achieved
7
distinctions

84%
Bachelor pass rate
(qualifying for entrance
into universities)

58
students achieved
6
distinctions

STRATEGY

As the leader in the premium private schooling sector, the division is renowned for its commitment to academic excellence.

This commitment is at the heart of the business, providing quality pre-primary, primary and secondary education that is fundamental to the sustainability and reputation of the group. Therefore, we consistently ensure excellence to maintain our leading position as a premium education provider.

With the consistent increase in demand for education, there has been rapid growth in the private education sector. Consequently, we continue to develop opportunities for expansion in the premium sector and have identified the mid-fee sector and opportunities in the rest of Africa for additional growth.

Our pipeline is continuously being developed to take advantage of growth opportunities, ranging from greenfields and acquisitions, to new product development.

 For more information on how we consistently ensure academic excellence, refer to our feature on pages 26 to 31 which illustrates how we maintain our leading position as a private education provider in Africa.

PERFORMANCE HIGHLIGHTS

The schools division grew student numbers by 10% from 24 199 students at the end of February 2016, to 26 713 students at the end of February 2017. The division currently comprises 89 schools.

While the overall enrolments were in line with our expectations and the mid-fee schools performed well, the difficult economic climate and unsettled socio-political environment had an effect on enrolment numbers at the premium brands. We have seen a consistent rise in the number of families emigrating and re-locating within South Africa, and this trend had a particularly negative effect on enrolled numbers as we lose students in grades where it is often difficult to replace them. Together with an increase in withdrawals and exclusions as a result of financial pressures, these factors negatively affected overall student number growth for 2017.

Following recent developments on the political front, an improved sentiment in the country should translate to better actual circumstances. Although we do not foresee short-term relief, we are confident that we will see a return to higher levels of profitability as growth and restructuring efforts deliver results.



Refer to our operating environment on page 16 for more insight.

Several management changes were made in the schools division and our operational structures were reorganised to drive greater focus and efficiency. In addition, the implementation of a new schools administration system as a common platform across all schools will enable scale leverage, information consistency and online access of information for staff, students and parents, all of which will result in improved administration efficiencies.

GROWTH AND EXPANSION

The division's performance in the mid-fee segments has been outstanding. The ADvTECH Academies umbrella, which includes multiple community-based mid-fee schools, saw student numbers grow ahead of expectations. With new projects in the pipeline and acquisition opportunities, we expect to deliver further growth in this segment.

ADvTECH Academies' first greenfield development, Founders Hill College (which

opened in 2016) and the second, Copperleaf College in Centurion, which opened in January 2017, performed beyond our expectation and expansion projects for both schools are under way for 2018. Building on the success of Maragon Olympus in Pretoria, we opened Maragon Mooikloof high school.

The strategic expansion to strengthen our position in the Western Cape included the acquisition of Glenwood House School in George, Greenwood Bay College in Plettenberg Bay and Elkanah House in Cape Town, adding approximately 2 500 students to the division. Our representation in this geographic region has grown to include 13 schools and more than 3 000 students.

Following the identification of a gap in the market, we developed and tailored a new niche offering. The Bridge Assisted Learning School opened its doors in January 2018, in Beverley in the northern suburbs of Johannesburg. Assisted learning provides specialised education for students from Grade 0 to Grade 7 who have a range of academic challenges that necessitate intervention. Through small classes and individual attention, the school is able to instil not only skills, but the self-esteem that will allow students to take on their learning journey with confidence.

Significant capex projects undertaken during the year included capacity expansions to facilities at Crawford Italia, Crawford Pretoria, Crawford Lonehill, Crawford International (Kenya), The Bridge, Founders Hill College, Copperleaf College and Maragon Mooikloof High School.

Taking one of our premium and progressive brands into the international arena, the Crawford International School in Nairobi is a milestone for the division. The brand is known and valued by US Ivy league universities such as Columbia, Harvard and Princeton, who regularly visit the schools as part of their recruitment process. Set to open in September 2018, the school will offer excellent facilities and an academic programme with an enriched holistic approach, differentiating us from most schools in the region. We believe that our fee and product strategy will allow for successful entry into the competitive Kenyan market and provide the springboard for future opportunities in the region.

LOOKING AHEAD

We will maintain our efforts to find creative, affordable and sustainable ways to offer quality education. With the first year of the shared services integration and restructure in

place, together with our new administration system, we are well positioned to establish more efficient and cost effective solutions while providing additional customer-centric services.

Over the past few years, we focused on improving our pipeline of new sites and we anticipate several more greenfield developments in the mid-fee sector in 2019, to accommodate this growing demand.

The overall growth of the division, including the new schools and acquisitions, is expected to continue at a steady pace in line with the group's growth strategy.



Refer to pages 42 and 43 to understand how we engage with our key stakeholders.

