SPARK Schools Presentation

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SPARK™
Schools

Our Vision:

South Africa Leads Global Education

The Mission

To provide affordable, globally competitive education to South African families who were previously underserved

2025 Primary School Tuition & Fees

R36 000

Annual 2025 tuition

Total Annual Tuition

R33 120 is the discounted tuition if paid by 31 December 2024

R3 000

Monthly 2025 tuition

Paid over 12 months

R3 420

Monthly 2025 tuition

Paid over 10 months

R800

Application Fee

Non-refundable

R990

Annual Stationery Fee

Fee

Includes all stationery.

2025 High School Tuition & Fees

R46 560

Annual 2025 tuition

Total Annual Tuition

R42 835 is the discounted tuition if paid by 31 December 2024

R3 880

Monthly 2025 tuition

Paid over 12 months

R4 423

Monthly 2025 tuition

Paid over 10 months

R1 070

Learning Materials Fee

Annual Fee

This fee covers classroom resources, workbooks and files but excludes consumable stationery such as pens, pencils and highlighters.

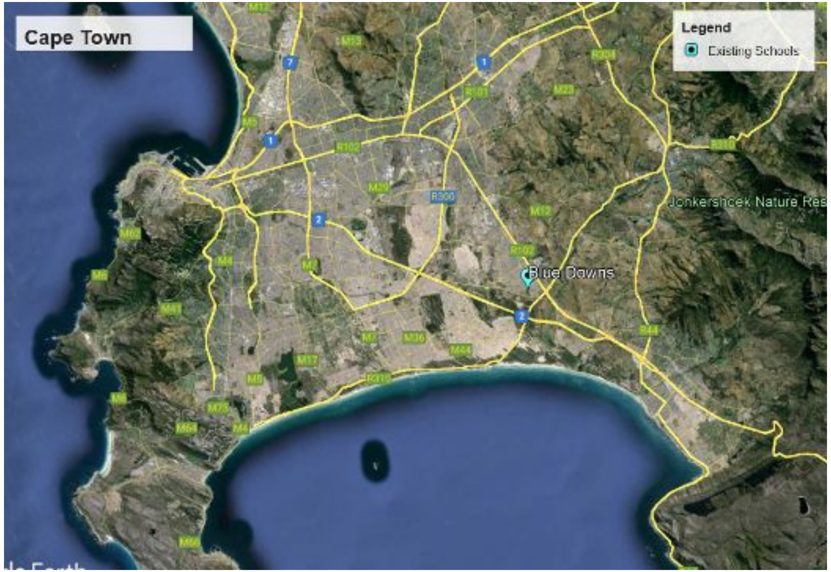
R800

Application Fee

Geographic Distribution

SPARK School locations in Gauteng

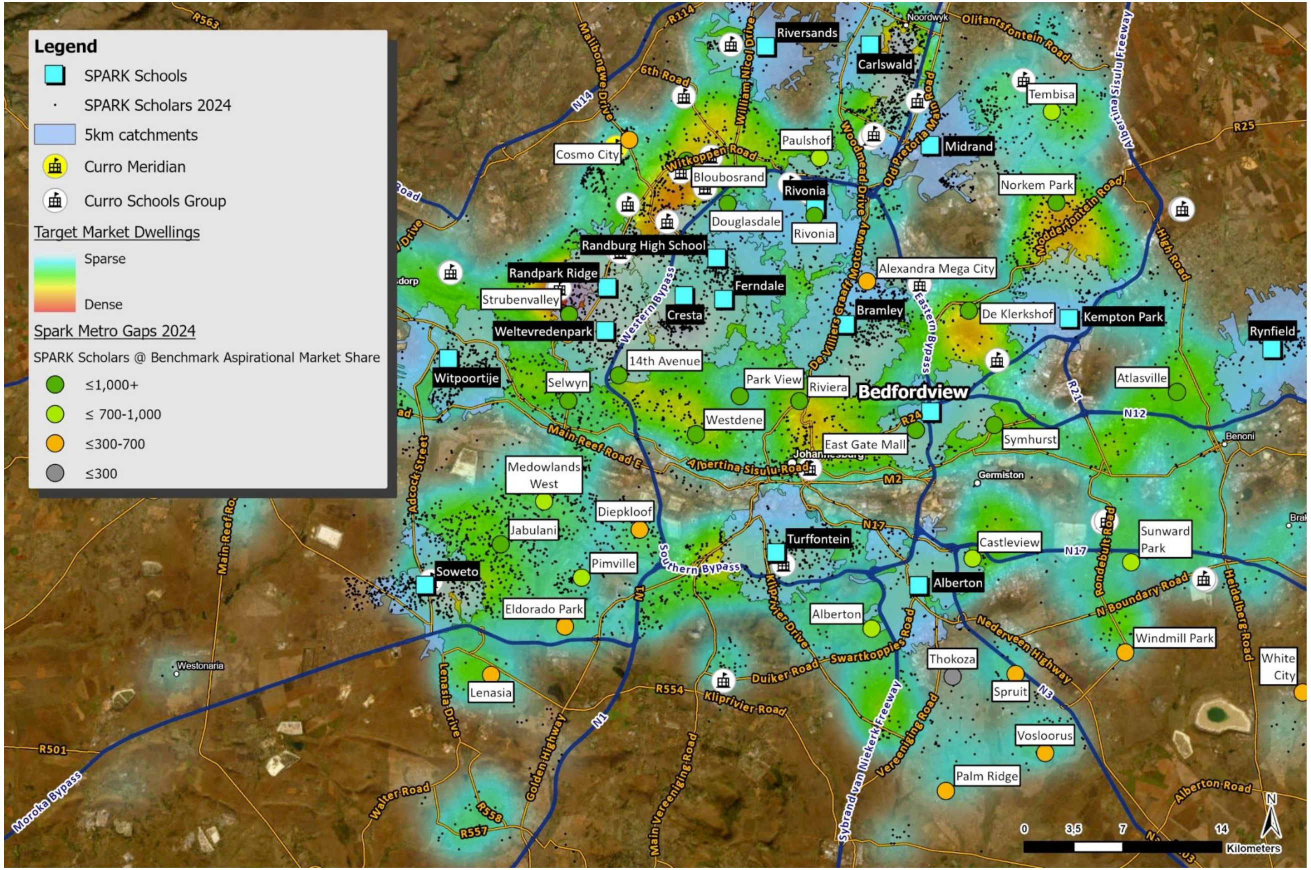
SPARK School locations in Western Cape



SPARK is currently the largest privately held primary and secondary education provider in South Africa.

Since opening SPARK Ferndale in 2013, SPARK has expanded to operating 20 primary schools and 4 high schools in Gauteng and 1 primary school and 1 high school in the Western Cape. SPARK currently serves over 15,500 families in 2024 and employs over 1500 employees.

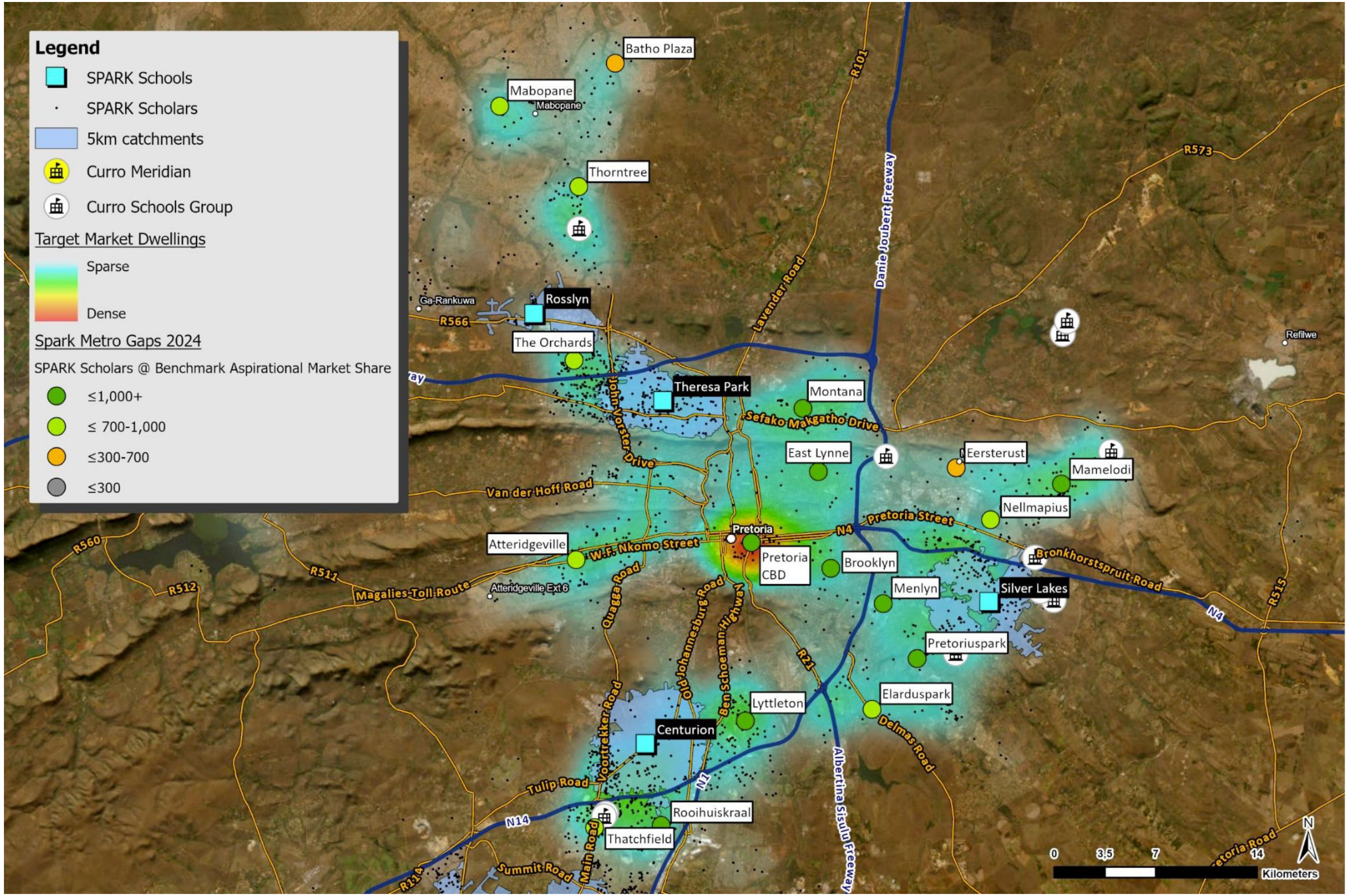
Johannesburg Metro



Johannesburg Metro Targeted Distribution

	GAP NAME	TOTAL DWLS	Historic Target Market DWLs	Historic Target Market %	Core Target Market DWLs	Core Target Market %	SPARK Scholars @ Benchmark Market Share (8 TM DWLs)	SPARK Scholars @ Benchmark Market Share (13 TM DWLs)	SPARK Scholars @ Benchmark Market Share (18 TM DWLs)
CIITY OF JOHANNESBURG	PARK VIEW	126 448	63 552	50%	45 172	36%	7 944	4 889	3 531
	BLOUBOSRAND	60 687	47 001	77%	44 379	73%	5 875	3 615	2 611
	STRUBENVALLEY	54 813	44 135	81%	35 824	65%	5 517	3 395	2 452
	JABULANI	259 588	38 617	15%	9 677	4%	4 827	2 971	2 145
	WESTDENE	32 767	30 173	92%	25 838	79%	3 772	2 321	1 676
	RIVONIA	41 271	29 515	72%	29 438	71%	3 689	2 270	1 640
	RIVIERA	70 785	26 005	37%	18 833	27%	3 251	2 000	1 445
	14TH AVENUE	25 668	22 096	86%	20 051	78%	2 762	1 700	1 228
	SELWYN	26 439	21 743	82%	18 788	71%	2 718	1 673	1 208
	DOUGLASDALE	27 431	20 695	75%	20 336	74%	2 587	1 592	1 150
	DE KLERKSHOF	19 677	18 519	94%	13 758	70%	2 315	1 425	1 029
	MEDOWLANDS WEST	121 749	16 405	13%	3 773	3%	2 051	1 262	911
	PAULSHOF	17 786	14 246	80%	14 169	80%	1 781	1 096	791
	PIMVILLE	91 017	12 130	13%	3 726	4%	1 516	933	674
	ALEXANDRA MEGA CITY	79 859	11 543	14%	8 016	10%	1 443	888	641
	RANT EN DAL	19 529	9 892	51%	7 568	39%	1 237	761	550
	COSMO CITY	31 654	9 754	31%	4 479	14%	1 219	750	542
	LENASIA	19 246	9 727	51%	6 873	36%	1 216	748	540
	ELDORADO PARK	51 272	9 445	18%	3 272	6%	1 181	727	525
	DIEPKLOOF	68 512	8 273	12%	2 394	3%	1 034	636	460

Pretoria Metro



Pretoria Metro Targeted Distribution

	GAP NAME	TOTAL DWLS	Historic Target Market DWLs	Historic Target Market %	Core Target Market DWLs	Core Target Market %	SPARK Scholars @ Benchmark Market Share (8 TM DWLs)	SPARK Scholars @ Benchmark Market Share (13 TM DWLs)	SPARK Scholars @ Benchmark Market Share (18 TM DWLs)
PRETORIA	MENLYN	57 499	48 671	85%	39 566	69%	6 084	3 744	2 704
	PRETORIA CBD	73 686	48 610	66%	11 620	16%	6 076	3 739	2 701
	BROOKLYN	35 961	28 421	79%	13 053	36%	3 553	2 186	1 579
	PRETORIUSPARK	32 656	27 697	85%	22 661	69%	3 462	2 131	1 539
	ROOIHUISKRAAL	26 439	21 743	82%	18 788	71%	2 718	1 673	1 208
	LYTTLETON	24 186	21 726	90%	12 941	54%	2 716	1 671	1 207
	EAST LYNNE	25 002	21 594	86%	14 283	57%	2 699	1 661	1 200
	MONTANA	22 389	20 768	93%	17 852	80%	2 596	1 598	1 154
	MAMELODI	138 867	19 114	14%	7 878	6%	2 389	1 470	1 062
	ATTERIDGEVILLE	35 923	16 133	45%	4 855	14%	2 017	1 241	896
	THATCHFIELD	39 679	15 807	40%	10 896	27%	1 976	1 216	878
	NELLMAPIUS	74 764	15 489	21%	9 480	13%	1 936	1 191	861
	ELARDUSPARK	17 385	14 949	86%	11 113	64%	1 869	1 150	831
	THE ORCHARDS	15 523	14 737	95%	9 022	58%	1 842	1 134	819
	THORNTREE	33 581	13 783	41%	3 506	10%	1 723	1 060	766
	MABOPANE	53 337	12 484	23%	4 082	8%	1 561	960	694
	EERSTERUST	49 367	10 501	21%	4 935	10%	1 313	808	583
	BATHO PLAZA	50 665	9 514	19%	3 632	7%	1 189	732	529

Cape Town Metro Targeted Distribution

Cape Town Metro Targeted Distribution

	GAP NAME	TOTAL DWLS	Historic Target Market DWLs	Historic Target Market %	Core Target Market DWLs	Core Target Market %	SPARK Scholars @ Benchmark Market Share (8 TM DWLs)	SPARK Scholars @ Benchmark Market Share (13 TM DWLs)	SPARK Scholars @ Benchmark Market Share (18 TM DWLs)
CITY OF CAPE TOWN	PLUMSTEAD	84 692	66 534	79%	59 236	70%	8 317	5 118	3 696
	PLATTEKLOOF	56 312	47 615	85%	43 770	78%	5 952	3 663	2 645
	CLAREMONT	39 803	36 918	93%	36 336	91%	4 615	2 840	2 051
	KRAAFONTEIN	63 402	36 053	57%	27 265	43%	4 507	2 773	2 003
	GATESVILLE	63 597	34 248	54%	20 091	32%	4 281	2 634	1 903
	BLOUBERGSTRAND	34 441	32 416	94%	29 812	87%	4 052	2 494	1 801
	LA ROCHELLE	33 387	30 430	91%	29 271	88%	3 804	2 341	1 691
	LIBERTY PROMENADE	79 432	29 600	37%	6 046	8%	3 700	2 277	1 644
	CRAVENBAY	38 969	26 679	68%	21 699	56%	3 335	2 052	1 482
	PARKWOOD	38 892	26 070	67%	21 429	55%	3 259	2 005	1 448
	BONNIE BRAE	28 414	25 399	89%	24 865	88%	3 175	1 954	1 411
	SOMERSET WEST	58 402	25 210	43%	18 686	32%	3 151	1 939	1 401
	HOHEIZEN	30 431	25 093	82%	23 843	78%	3 137	1 930	1 394
	MAITLAND	24 415	23 260	95%	18 540	76%	2 908	1 789	1 292
	CAPETOWN TRAIN STATION	27 513	23 130	84%	22 266	81%	2 891	1 779	1 285
	MUIZENBERG	39 184	20 520	52%	17 164	44%	2 565	1 578	1 140
	BRACKENFELL	20 450	18 664	91%	17 042	83%	2 333	1 436	1 037
	ZEVENWACHT MALL	30 203	18 046	60%	13 774	46%	2 256	1 388	1 003
	DURBANVILLE	21 721	16 526	76%	16 339	75%	2 066	1 271	918
	CENTURY CITY	20 014	14 913	75%	10 886	54%	1 864	1 147	829
	NYANGA	147 555	11 424	8%	2 702	2%	1 428	879	635
	EERSTERIVIER	29 786	10 910	37%	4 143	14%	1 364	839	606
	FISHHOEK	11 280	6 262	56%	6 226	55%	783	482	348

Ideal property requirements

Primary school

- 10 000 m² land size
- 3 200 m² under roof
- 2 000 m² parking
- 2 000 m² space for astro and lunch areas
- The rest is for landscaping, open areas and circulation

High school

- 15 000 m² land size
- 4 000 m² under roof
- 2 000 m² parking
- 2 000 m² space for astro and lunch areas
- The rest is for landscaping, open areas and circulation

Greenfield Property Design

Greenfield Property Design

Brownfield Property Design

Brownfield Property Design

Examples of Brownfield sites

- Commercial mixed use
- Commercial Office Park
- Film recording studio
- Night club
- Old age home
- Primary Education
- Secondary Education
- Shopping centre
- Tertiary Education

Property design

Key Design considerations

- Scholar safety
- Conduciveness to learning
- Traffic flow and volume management
- Maintenance time and costs
- Air flow and heat efficiency (cold & hot)
- Electricity and water backup solutions
- Site security and monitoring
- Full school design and layout established at vetting stage

Key challenges

- Sourcing of suitable and affordable properties
- Municipal timelines and delays hinder the opening of new sites with all required compliance documents
- Inability to utilize private accredited Fire, Health and Occupancy assessors for registration submissions
- Internet connectivity issues at outlying schools
- Water and effluent usage constraints
- Unreliable electricity supply requiring backup power systems

Key challenges

- Competition against the public sector where property costs are negligible.

Why is education an asset class in property

- Long tenures
- Consistent and prioritise income
- Central hub for catchment areas
- Ability to revitalise old properties

SPARK™
Schools

Thank You