

AL KHALEEJ

TRAINING AND EDUCATION

Global knowledge. Local focus.



الخليج
للتدريب والتعليم

خبرات دولية ... رؤية محلية

STARTING YEAR



1993

TEAM & EXPERTS



4500

Employees



2200

Instructors and Teachers

COMPUTER LABS



400

LABS



4500

PCs

CORPORATE CLIENTS



2500+

Yearly

INDIVIDUAL CLIENTS



50000+

Yearly

Vision

To be the clients' first choice through their journey of knowledge.

Mission

We are an empowered and inspiring team of professionals shaping the future of human resources and organizational development in our country, through global experience with local focus.



Our Values

We highly appreciate our work, our employees and our customers and we are fully dedicated to live and run our business by the following values:

Professional

Positive attitudes

Teamwork

Serve the customers
- look for opportunities .

Commitment
-loyalty

Passion
empowered.

Shared
Mission.



Al Khaleej Timeline



1993

- Opening our starting branches in Riyadh, Jeddah and AL Khobar



Al Khaleej Timeline



1994

- Opening our centers in Southern Region and Mecca
- Ownership of exclusive franchise rights for New Horizons centers in the Kingdom and in the Middle East.



Al Khaleej Timeline



1998

- Exclusive franchise rights of “Direct English” centers in the Kingdom and in the Middle East.

Al Khaleej Timeline



2002

- Operating and managing Girls Community colleges project in Saudi Arabia.



Al Khaleej Timeline



2004

- Establishment largest Call Center in Saudi Arabia - SmartLink.

A1 Khaleej Timeline



2005

- Acquisition of several subsidiaries and affiliates in the United Arab Emirates, Jordan and Egypt.



Al Khaleej Timeline



2007

- Placed on the Saudi Stock market's as the first training company.
- Acquisition of % 51 of Franklin Covey ME.
- Operation and management of the Preparatory Year for several Saudi universities.
- US CrestCom centers' Franchise ownership for training managers in the Kingdom and the Middle East.
- Establishment of “**Al Khaleej Financial Services**” company (Dubai) and acquisition of franchise rights of OTA in the region.
- Al Khaleej Training and Education purchases a large share in Int. New Horizons in USA.

Al Khaleej Timeline



2009

- Complete (100 %) acquisition of Linguaphone Educational Group in London.

Al Khaleej Timeline



2010

- Opening of the first school in a series of Rowad Al Khaleej International Schools in Dammam.
- The best Authorized Training Center from Microsoft-Arabia for the 10th consecutive year.
- Excellence award in performance from Cisco among New Horizon Networks Middle East and Africa.



Al Khaleej Timeline



2012

- Int. New Horizons centers celebrate their 30th anniversary, with 30 million trainees and more than 3.5 million training days, in more than 300 branches in 90 countries around the world.
- Forbes ME chooses Al Khaleej Training as one of the 100 strongest Saudi companies.
- Acquisition of a large share of Gulf Institute for Insurance Studies in Bahrain.



Al Khaleej Timeline



2013

- Al Khaleej celebrates its 20th anniversary in the Saudi Arabia and International markets.
- Opening of the 2nd school in a series of Rowad Al Khaleej International Schools in Riyadh.
- Our Training fields expand to cover 9 training fields and more than 11 international franchises, and 80 training centers with more than 4500 employees.

Al Khaleej Timeline



2014

- Exclusive franchise rights **Greenberry's Coffee Co.** in the Kingdom.
- Listed on Forbes ME :TOP 500 COMPANIES IN THE ARAB WORLD



Al Khaleej Timeline



2015

- Opening of the 3rd Rowad Al Khaleej International School in Riyadh
- Launching Jobzella Online Career Mega Mall
- The best Authorized Training Center from Microsoft-Arabia for the 11th year.

Subsidiaries



Fast lane is providing Cisco training which is based in Dubai



The First Professional Network in The Middle East



ADMS is established to provide graphics and 3D animation media training.

Subsidiaries



KFS is the master franchise for the ME for Online Trading Academy (OTA).



A Company specialized in Franklin Covey Leadership and personal development training.



A training company specializing in computer training (New Horizons), with 4 locations in Cairo.

Locations KSA



40 Men Branches

40 Ladies Branches

3 International
Schools

4 Call Centers

Educational
Projects

Locations Middle East

15 Cities

Our Offices Worldwide



- Philadelphia
- Dubai
- Cairo
- London

International Awards

84+



More than 85
International and
Local Awards
during 23 Years

Microsoft – Cisco – New Horizons – Crestcom – HP – Oracle

Our Services:

1

Training

2

Education

3

Educational Projects

4

Call Center – Smart Link

1 Our Services: Training

Computer Training



Innovative Training Solutions for Corporates and Individuals

- New Horizons has become the largest training center throughout the Kingdom.
- New Horizons is officially recognized by the largest world manufacturing Software companies.



1 Our Services: Training

English Language Training



Very easy English Language Teaching style

- Direct English develops the English skills
- It is a Program that is designed to simulate human language learning process :

Listening, Speaking, Reading and Writing



1 Our Services: Training

English Language Training



English for young children from 4 to 10+ years

- Provides a stimulating, fun and safe environment
- Has flexible classes to best suit your child's needs and abilities
- Develops fundamental creative and educational skills
- Uses an extensive range of multimedia learning and support materials
- Employs qualified, bilingual, native English speakers



1 Our Services: Training

Management, Leadership, Stock, Forex
Financial and Insurance Training



NEW DIMENSION is specialized in Management Training

- It aims at introducing and providing programs to administrative audiences in the different levels of the management.
- In co-operation with regional and international recognition parties



1 Our Services: Training

Management, Leadership, Stock, Forex Financial and Insurance Training



- OTA is a specialized Academy in teaching trading and stock market skills
- We train our clients on local and international stock and currency trading, according to the most top international standards
- Our trainers are highly qualified and experienced.



1 Our Services: Training

Hairdressing academy for ladies



Vocational training programs for women in the area of Hair-cutting and Makeup arts

- An international Brand and a training experience extending to more than 30 years in the area
- A scientific training Supported and coupled by practical training
- The Courses levels are ranged from beginners to advanced.



1 Our Services: Training

Marine Safety Training



Specialized training on Marine Safety and Security for individuals, locals and international corporate

- Scientific sessions focused on the practical side of the Marine training
- Training on safety and dealing with emergencies
- Technical skills and professionalism necessary vocational training
- Training that simulates natural marine conditions



1 Our Services: Training

KAWADER Recruitment Center



Provides employment services for the individual and private sectors, establishments and those who are seeking employment



1 Our Services: Training

- Head Office
Riyadh

Some of Our Training Centers



1 Our Services: Training



- Al Ghadeer Center - Riyadh



Some of Our Training Centers



[About Us](#) | [Our Timeline](#) | [Our Partners](#) | [Training](#) | [Education](#) | [Educational Projects](#) | [Call Centers](#)
[3-5 Years Outlook](#)

1

Our Services: Training



- Al Rawdah Center - Riyadh

Some of Our Training Centers



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[3-5 Years Outlook](#)

1 Our Services: Training

- Rakah Center - Khobar

Some of Our Training Centers



1 Our Services: Training

- Al-Kharj Ladies

Some of Our Training Centers



1

Our Services: Training

- Suwaidi
Canter - Riyadh

Some of Our Training Centers



1

Our Services: Training

- Customer Service

Some of Our Training Centers



1 Our Services: Training

- Comfortable Facilities

Some of Our Training Centers



1 Our Services: Training

- Computer Lab

Some of Our Training Centers



1

Our Services: Training

- Direct English Lab

Some of Our Training Centers



1 Our Services: Training

- Marines Training

Some of Our Training Activities



1

Our Services: Training

- Marines Training

Some of Our Training Activities



1

Our Services: Training

- Aramco Project- ISpark

Some of Our Training Activities



1

Our Services: Training

- Aramco-
iDiscover
Knowledge

Some of Our Training Activities



1 Our Services: Training

- Aramco – IRead Project

Some of Our Training Activities



1

Our Services: Training

- Aramco
Al-Ma3rafah
Project

Some of Our Training Activities



1

Our Services: Training

- Out-side Young Training Projects

Some of Our Training Activities



1 Our Services: Training

- Greenberry's Cafeteria



Some of Our Training Centers



2 Our Services: Education

Schools and Kindergartens



Education for Life

- Structure, Traditions, Curriculum and methodology reflects the International education.
- The education supported by the best experienced staff, Technology and administrators.
- Healthy learning and education environment.
- Aims to fulfill the growing demands of quality and modern education.

▪ Dammam ▪ Riyadh ▪ Jeddah



2 Our Services: Education

Schools and Kindergartens



Series of kindergarten in an integrated safe environment to meet the needs of Saudi child by providing international standards of education focuses on fun for children from 4 to 8 years.



2 Our Services: Education

Schools and Kindergartens



Current Schools

- Dammam

Current Std.: 1500

Full Capacity: 1800



2010

- Riyadh

Current Std.: 150

Full Capacity: 300



2014

- Riyadh

Current Std.: 300

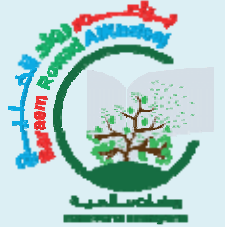
Full Capacity: 3,000



2015

2 Our Services: Education

Schools and Kindergartens



Coming Schools . . .

Riyadh – Qurtoba
Full Capacity: 2500



2016

Jeddah –
Full Capacity: 2,000



2016

AL Dhahran -
Full Capacity: 400



2016



2 Our Services: Education

Schools and Kindergartens



Coming Schools

▪ Khobar
Full Capacity: 3500



2017

▪ King Abdullah City
Full Capacity: 2000



2018

▪ Riy – Jed –Khuber
Manafia Projects , to open
8 Kindergartens during
coming 2 years
Full Capacity: 4000



2018



2

Our Services: Education



- Damman
Al Zahoor Area

Some of our schools and Kindergartens



2

Our Services: Education



- Al Sahafa - Riyadh

Some of our schools and Kindergartens



2

Our Services: Education



- Al Mughrizat - Riyadh

Some of our schools and Kindergartens



2

Our Services: Education



- Al Sahafa - Riyadh

Some of our schools and Kindergartens



2

Our Services: Education



- Schools Complex Jeddah

Some of our schools and Kindergartens



2

Our Services: Education



- Schools Complex - Khobar

Some of our schools and Kindergartens



2

Our Services: Education



- Modern Classrooms

Some of our schools and Kindergartens



2

Our Services: Education



- Parents Services

Some of our schools and Kindergartens



2

Our Services: Education



- Spacious Yards

Some of our schools and Kindergartens



3

Our Services:

Al Khaleej Educational Projects



- Manage and operate the Preparatory Year in some of Saudi universities.
- Providing universities with the best curriculums according to the international standards and the professional teaching cadre.



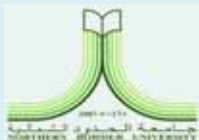
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Our Services:

Al Khaleej Educational Projects



- 8 local universities.



3

Our Services: Al Khaleej Educational Projects

- Introductory Lectures

Some of our activities



3

Our Services: Al Khaleej Educational Projects

General Tests

Some of our activities



3

Our Services: Al Khaleej Educational Projects

- Academic Activities

Some of our activities



4

Our Services:

Call Center Services – Smart Link



The largest outsourcing Call Center in the Kingdom with more than 2000 agents.

- Eight years of extensive market experience in contact center business .
- One of the most advanced contact center technology in the region
- Most experienced resources and professional management.



4

Our Services: Call Center Services – Smart Link



- We are honored to serve you

SmartLink



4

Our Services:

Call Center Services – Smart Link



- We are honored to serve you

SmartLink



4

Our Services: Call Center Services – Smart Link



- Men's Section

SmartLink



4

Our Services:

Call Center Services – Smart Link



- Ladies Section

SmartLink



4

Our Services:

Call Center Services – Smart Link



- We are honored to serve you

Smartlink



Results Summary and Outlook for the remainder of 2016

- Decrease in revenue for Training and university sectors, and the profitability in the first 6 months of the year.
- Training sector will improve in the second half of the year.
- Schools, continuation of the growth in revenues but a decrease in the profits due to the ramp up expenses.
- Smart Link continues to grow.
- Subsidiaries revenue and profits will improve during the second half of the year.
- Our goal is to control expenses in all sectors with a focus on Profitability.

3-5 Years Outlook

- 1 [Training Sector](#)
- 2 [Education Sector](#)
- 3 [Educational Projects](#)
- 4 [Smart Link \(Call Center\)](#)

1 Training Sector

- Serving Corporate & Consumers
- IT training, English Language, Soft Skills, and other areas.
- For the first six months of the year, the sector experienced low sales, which resulted in incurring a loss for the sector.
- The slowdown was due to:
 - i. Decrease in Government & Corporate spending on training.
 - ii. The first 6 months had 8 weeks of vacation (Ramadan included), which effected the consumer sales.
- The Second half of the year is expected to show improved results, due to expense reduction (Staff) and the plans to Capitalize on the Government & support of international certification programs.
- We also expect improvement in Aramco Projects.

2

Education Sector - Schools

Schools and Kindergartens (K – 12)

- A plan to open **50 Kindergartens** in the major cities, starting with 8 schools to be built by the end of 2018. The plan will be presented to Real Estate developers. They build, and we rent long term. Each Kindergarten will have a capacity of 450 students. Average tuition for the (K-12) is SAR 35 K
- The company will follow the model of having developers build to suit K-12 schools. Al Khaleej Training will lease for 20-25 years. This will be applied in Al-Khobar and KAEC. This will result in improving the cash flow of the company

Year	2016-17	2017-18	2018-19	2019-20	2020-21
Dammam 1	1,800	1,900	1,900	1,900	1,900
Dammam 2	700	900	1,000	1,000	1,000
Riyadh 1	400	800	1,500	2,000	2,500
Riyadh 2	100	500	1,000	1,500	2,000
KG-1- Sehafa	200	300	300	300	300
KG-2 -Dahran	100	200	300	400	400
School-3 -Jeddah	0	300	600	1,000	1,500
School-4-Khobar Alsaad	0	1,000	1,500	2,000	2,500
School-5 -KAEC	0	0	200	400	700
8 KG		0	800	1,600	2,400
TOTAL	3,300	5,900	9,100	12,100	15,200

2

Education Sector - Schools

Schools and Kindergartens (K – 12)

Expected Revenue					
Year	2016-17	2017-18	2018-19	2019-20	2020-21
Dammam 1	63,000,000	66,500,000	66,500,000	66,500,000	66,500,000
Dammam 2	9,100,000	16,875,000	23,500,000	28,250,000	33,000,000
Riyadh 1	14,000,000	28,000,000	52,500,000	70,000,000	87,500,000
Riyadh 2	3,500,000	17,500,000	35,000,000	52,500,000	70,000,000
KG-1- Sehafa	7,000,000	10,500,000	10,500,000	10,500,000	10,500,000
KG-2 -Dahran	3,500,000	7,000,000	10,500,000	14,000,000	14,000,000
School-3 -Jeddah	0	10,500,000	21,000,000	35,000,000	52,500,000
School-4-Khobar Alsaad	0	15,000,000	37,500,000	70,000,000	87,500,000
School-5 -KAEC	0	0	7,000,000	14,000,000	24,500,000
8 KG	0	0	28,000,000	56,000,000	84,000,000
TOTAL	100,100,000	171,875,000	292,000,000	416,750,000	530,000,000

3

Educational Projects - Universities

University Projects:- 13th year, a Preparatory Year Program launched by all Saudi Universities.

- AlKhaleej is running all or part of these programs (English, IT, and Soft Skills) in 5 Universities in KSA in 2016 / 2017.
- Value in 2015 was 160 million, Business at hand in 2016 is 90 - 110 million.

3 Smart Link Call Center

- 1000 seat, and 2000 agents
- A great source of Saudization in the Company.
- Expect this Sector to grow 10% in 2016.

Thank You