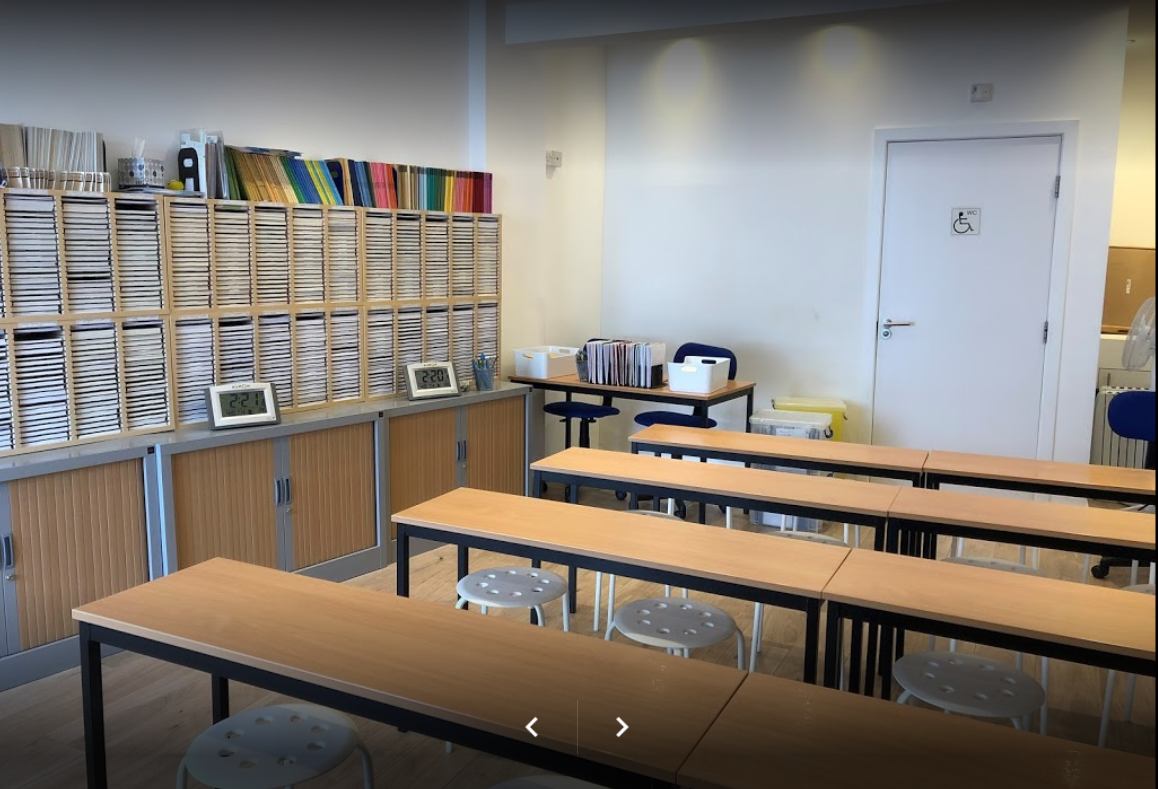
**ILFORD SEVEN KINGS STUDY CENTRE**



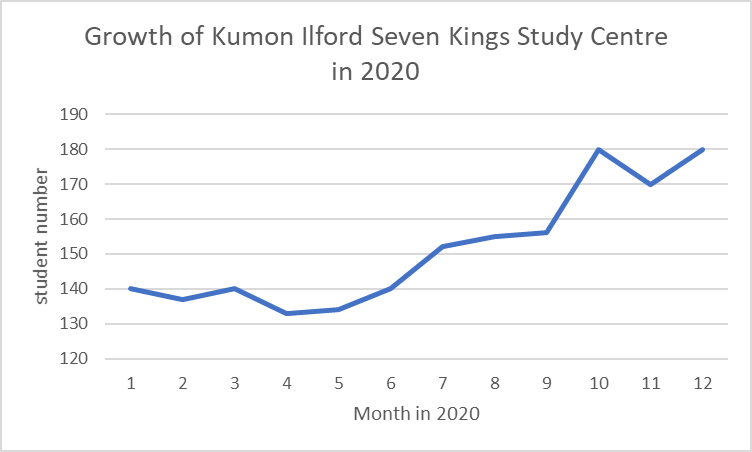
<http://www.kumon.co.uk/>

**ABOUT KUMON**

* World’s largest supplementary education provider offering individualised maths and English study programmes
* Established for over 60 years
* 4.3 million students worldwide
* Over 600 study centres and over 73,000 students in the UK
* Please visit [**www.kumon.co.uk**](http://www.kumon.co.uk) for more information

**Ilford Seven Kings**

* Ilford Seven Kings Study Centre is the longest serving Kumon centre in Ilford having been open for over 25 years.
* This centre has **grown by over 30%** in the last year (throughout the pandemic), building strong ties with the local community.
* It is expected that this centre could grow further.

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**POTENTIAL FOR FURTHER GROWTH**

* Schools nearby (and quality)
  + There are many outstanding secondary schools in the area. This encourages families with younger children to seek for extra tuition to aid with their development to access such schools.
  + There is a high population of pre-schoolers in the area with Kumon being their only option for extracurricular education.
* Housing nearby
  + Over 13,000 homes to be built by 2027 to allow for the 20% expected population growth by 2030.
* This centre operates out of a retail unit with lease for renewal in 2022.

**CURRENT VALUE**

*Photos of centre*

Ilford Seven Kings Kumon Study Centre

249 Aldborough Road S,

Ilford,

IG3 8JA



* The Kumon Forest Green study centre runs from a warm, bright and airy downstairs room inside Forest Green Leisure Centre.
* Dedicated entrance.
* Aldborough Road South is on the main high street which has a number of shops and is less than a ten-minute walk to Newbury Park station. There are a several bus routes that run along this road.
* Students often travel from further afield to attend the Saturday session which is not offered by other Kumon centres in the area.
* There is free on-street parking around the centre.

**OPERATION**

**OPENING HOURS**: Monday 4:30pm – 7:30pm

Tuesday 3:00pm – 5:00pm

Thursday 4:30pm – 7:30pm

Saturday 10:00am – 2:00pm

**WORKING HOURS:** Class preparation and admin (flexible) = 12 hours

Class time = 12 hours

+ 8 additional assistant hours (outside class time) = 40 hours\*

**\*The purchaser may decide to delegate more/less hours to an assistant**

**HOLIDAYS**

The centre can be closed for up to 8 weeks per year as determined by the purchaser.

**TRAINING**

* Kumon provides full training in the Kumon method
* This begins with an initial orientation meeting and a maths and English proficiency assessment
* This is then followed by an interview and, if successful, two weeks of training spread over 6 weeks
* To get more information please request a call back from a Kumon Area Manager on 0800 854 714

**OTHER INFORMATION ABOUT THE CENTRE**

* The centre is Ofsted registered, offering the highest safeguarding standards to all families:
  + This enables the centre to accept payment via childcare vouchers, tax free childcare and working tax credits. An added benefit for many families.
  + Ofsted registration can be applied for by the buyer and this is the favourable option to continue to offer the benefits and high levels of safeguarding to current customers.
* 4 members of staff (assistants)
* All staff over 16 are DBS checked
* The class is fully time-slotted helping to manage the needs of all types and ages of student without over-staffing
* 95% of families have a regular payment date via direct debit or standing order
* There is a payroll system in place

**REVENUES AND PROFITABILITY**

* **INCOMING FEES*:***£65 per month per subject (maths or English)

£50 registration fee

* **EXPENSES:** Royalties to Kumon Europe and Africa - £24.75 per month\*

Venue rental £1250 per month

Assistants 3-4 per session (currently 12 individuals working on different days)

Assistant wages

18-20 year olds (currently x3) - £6-7 per hour

21+ year olds (currently x2) - £8.40 per hour

Other Expenses\*\* On average £250 per month

\*For a fully qualified instructor this would be £22

\*\*Including prizes, stationery, staff uniforms, communication with customers etc.

**MONTHLY PROFITABILITY**

* Revenue for month of February 2021 is £11,400
* Pre-tax profit for February 2021 is £4,000
* Forecast pre-tax profit for 2019 is £35,000 (£40,000 for a fully qualified Instructor)
* Forecast pre-tax profit for 2020 is £45,000 (£49,000 for a fully qualified Instructor)

**REVENUE CONTINUITY**

**HIGH STUDENT RETENTION RATE*:***100% stay for 3 months +

76% stay for 6 months +

66% stay for 9 months +

55% stay for 12 months +

22% stay for 24 months +

**PLEASE CONTACT KUMON FOR MORE INFORMATION ON THE SALES PRICE**

Full financial details can be provided upon request

**INTENDED TAKEOVER DATE: ASAP or SEPT 2021**

**\*\*You must hold a current UK or EU driving license**

**\*\* You must have a university degree or equivalent qualification**

**\*\*You must have the right to live and work in the UK**