

# YEAR-END RESULTS

for the year ending 31 December 2018



## Positive momentum continues

Snapshot:  
**OUR PERFORMANCE  
IN 2018**

**▲ 11%**  
REVENUE

**▲ 14%**  
OPERATING PROFIT

### UNIVERSITY AND TERTIARY DIVISION

Operating profit **23%** ▲

Revenue **10%** ▲

- Trend of **strong organic growth** continues.
- **Three new campuses** opened in 2018, including two new digitally enabled, blended learning sites of Rosebank College in Pietermaritzburg and Bloemfontein. Facilitating expansion into fast-growing hospitality sector, a new combined campus in Johannesburg for Capsicum Culinary Studio and the Private Hotel School.
- **Acquired Monash South Africa (MSA)**. Subject to the completion of the necessary regulatory approvals, the acquisition of Monash South Africa (MSA) is expected to be effective from April 2019. This will bring the tertiary qualification suite to **233 accredited courses** and the higher education student complement to more than **40 000 students**, cementing ADvTECH's leadership position as SA's largest "private university"/private higher education provider.



### SCHOOLS DIVISION

Continues to grow in scale

Revenue **15%** ▲

- Crawford International School in Nairobi, Kenya, opened in September 2018, our first greenfield development outside South Africa
- The acquisition of the Makini Schools group in Nairobi and Kisumu, Kenya, adds **7 schools, 3 campuses**, boarding facilities and approximately **3197 students** to enrolments
- Demand for mid-fee schools continues to grow
- Good progress is being made in streamlining and consolidating internal processes and systems
- Costs were incurred ahead of the opening of Crawford International School in Nairobi, Kenya, and the new student information system being introduced, both of which will benefit the division and the group in the future



### RESOURCING DIVISION

Alternative markets pay off  
and grows market share in  
a declining market

Operating profit **22%** ▲

