

2023/2024 REAL ESTATE DEVELOPMENT



Learn how you can invest and grow with the nation's #1 and fastest-growing childcare franchise, boasting more than 40 years' experience in the childcare industry with almost 600 locations operating or under development.

TLE OVERVIEW

The Learning Experience® is one of the fastest growing early childhood education franchisors in the U.S. and the leading brand-focused player in the industry.



**LEADING
BRAND
WITH SCALE**

\$700M

2023E System-Wide Sales

50,000+

2023E Students Served Daily

1,000+

Corporate Partners



**COMPELLING
FRANCHISE
SYSTEM &
MODEL**

400 2023E
Total
Units

140+ NEW
Franchise
Sales in
2022

66% Franchisees
Own More
than 1 Unit



**TREMENDOUS
GROWTH
AND
WHITESPACE**

22%
System-wide Sales Growth
(2018 - 2023E)

250+
Centers Under Development

1 New
Center Added Per Week

GOLDEN GATE CAPITAL OVERVIEW



GOLDEN GATE CAPITAL

Golden Gate Capital (GGC) is a San Francisco-based private equity investment firm with over \$15 billion of capital under management and is one of the most active investors in multi-unit businesses.

- Over the past 10 years, GGC has invested in consumer companies with annual revenues in excess of \$20 billion.
- GGC's strategy is to be a value-add investment partner for companies and facilitate their growth through organic growth, capital investments, geographic expansion, add-on acquisitions, and operational improvements.
- GGC's perpetual fund structure allows them to be a long-term, stable investment partner for management teams.
- GGC also opportunistically participates in attractive real estate investments that leverage GGC's consumer network and expertise.
- Representative investments in multi-unit consumer brands include Red Lobster, Bob Evans, Eddie Bauer, Pac Sun, Mavis Discount Tire, and Express Oil Change & Tire Engineers.



CENTER GROWTH AND TIMELINE

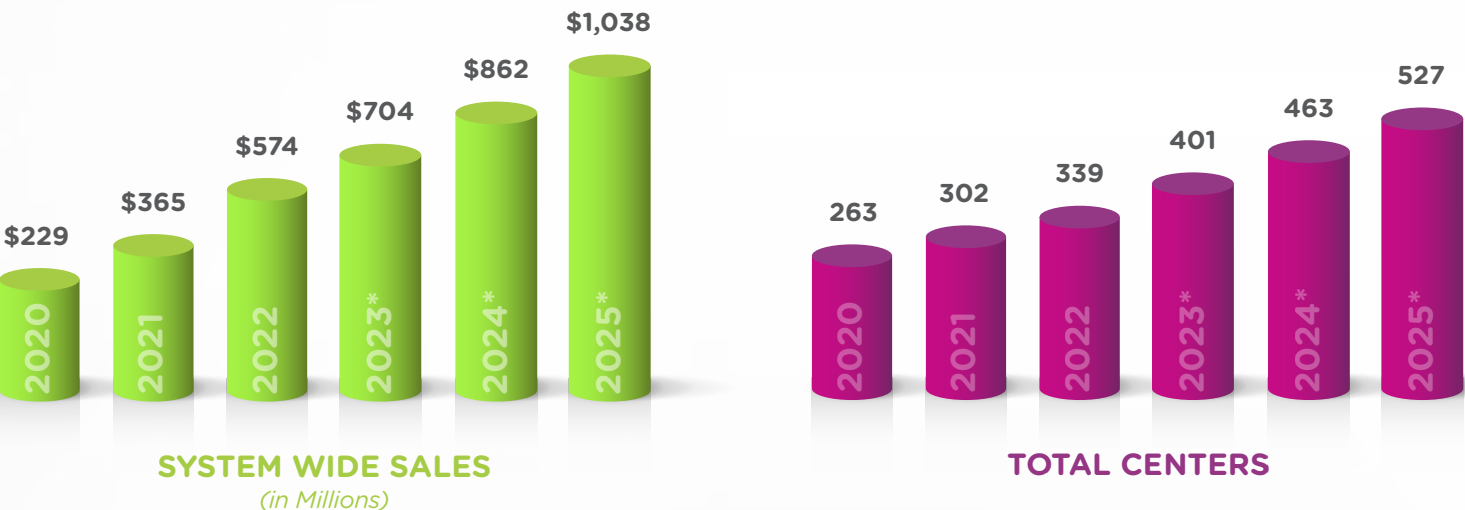
The Learning Experience® will continue to grow by increasing the number of worldwide centers.

When searching for a new center location, the Real Estate Department at The Learning Experience® focuses its demographic review on the following information:

- The Cost of Real Estate
- Competitive Tuition Cost Analysis in the Area
- Population Density and growth of Children and Adults
- The Working Population

Once site selection is complete, the TLE® Executive team uses its extensive experience to coordinate site development, architectural and construction efforts, marketing efforts, and multiple other vital details.

HISTORICAL & FUTURE GROWTH



UNITED KINGDOM EXPANSION

TLE® has already begun its worldwide expansion with its first international location in East Finchley, UK; with a strategic growth plan to expand the TLE® footprint to 70+ centers in the UK in the next 5 years and grow their global presence through leveraging the TLE® brand to partner with international investors. Despite no specific marketing efforts abroad, significant interest has been generated in prospects from England, China, Brazil, and Mexico.

*All forward-looking statements are management's present expectations and are subject to a number of factors that could cause actual results to differ materially from those described in the forward-looking statements.

2002

The Learning Experience® forms to open and operate childcare centers throughout the **New York** and **New Jersey** metro area



2010

The Learning Experience® ends the year with **83 centers in 14 states**



2012

The Learning Experience® impressively ranks **#193 on Entrepreneur's Franchise 500 list** and continues to rank year over year



NORWEST
VENTURE PARTNERS

The Learning Experience® partners with **Norwest Venture Partners**

2016

Classroom & Parent Safe 'N Secure® apps roll out nationwide



2017

The Learning Experience® moves into their **new world headquarters in Deerfield Beach, FL**



2019

The Learning Experience® ends the year with over **230 locations** and over **200 under development**



2020

CORE operating system launched



Launched brand extension, **Bubbles & Friends**, on **YouTube**

The Learning Experience® expanded into **4 new states; Georgia, Oklahoma, Wisconsin, and New Mexico**

2023

Entrepreneur ranks TLE **#1 childcare franchise** and **Franchise Business Review #1 Education franchise**



Bubbles & Friends reached 100,000 subscribers on **YouTube**

TLE WORK & FAMILY EXPERIENCE

2005

The **Work & Family®** program begins with **14 corporate partners**

The Learning Experience® ranks on **Entrepreneur's Franchise 500**



2013

The Learning Experience® is named **Company of the Year** by Make-A-Wish® South Florida



2015

Forbes recognizes The Learning Experience® as one of the **best franchises to buy in 2015**

The Learning Experience® ranks **#26 on Franchise Times' Fast & Serious** list of smartest growing brands

2018

GOLDEN GATE CAPITAL

The Learning Experience® partners with **Golden Gate Capital** to accelerate new center development through a newly established real estate development fund

The Learning Experience® ranks **#62 on Entrepreneur's Annual Franchise 500 List**

Opened **first UK location** in East Finchley



2021

Opened **45 new locations**, the most in the company's history, to end the year with **303 opened**



2022

Bubbles & Friends App is launched



The Learning Experience® continues to grow with **50,000+ students enrolled**, **345 open locations** and another **257 under development**

SITE SELECTION

Turnkey 10,000+ Sq Ft Centers

Safe, secure, and private access

Separate classrooms specifically designed to meet the needs of children in our Six Stages of Early Development

Security cameras in each classroom monitored in the administrative offices

Rounded corners in hallways and classrooms

Age-appropriate bathrooms

Access to age-appropriate technology

Spacious, fenced-in playgrounds with designated areas for infants, toddlers, and preschoolers

BUILD-TO-SUIT

Type	Freestanding, Out Parcels, End/Cap
Building Size	10,000 sqft
Parcel Size	1-5 acres (developed 3/4 acre)
Lease Terms	15 Years Plus Options
Additional Requirements	Playground 5,000± sq ft Ease of Egress and Ingress 40 Parking Spaces

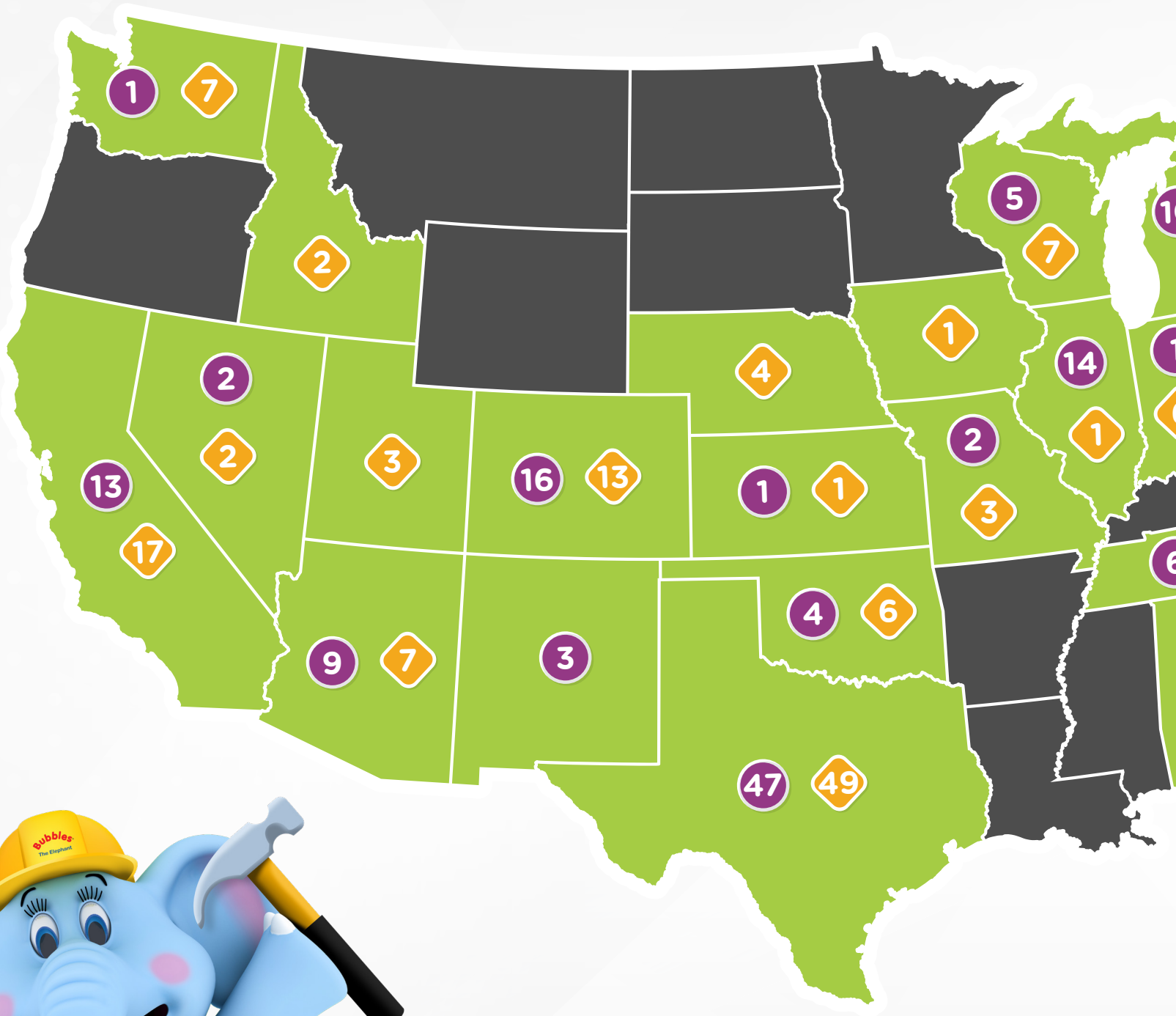
DEMO MINIMUM

Population	25,000+ (3 mi radius) 50,000+ (5 mi radius)
Children Under 6 Years	2,000+ (3 mi radius) 3,500+ (5 mi radius)
Average Household Incomes	\$80,000+
Additional Requirements	High Signage Visibility Turnkey Build-to-Suit High Traffic Counts High Growth





CENTERS OPERATING OR UNDER DEV



Worldwide Headquarters
Deerfield Beach, FL

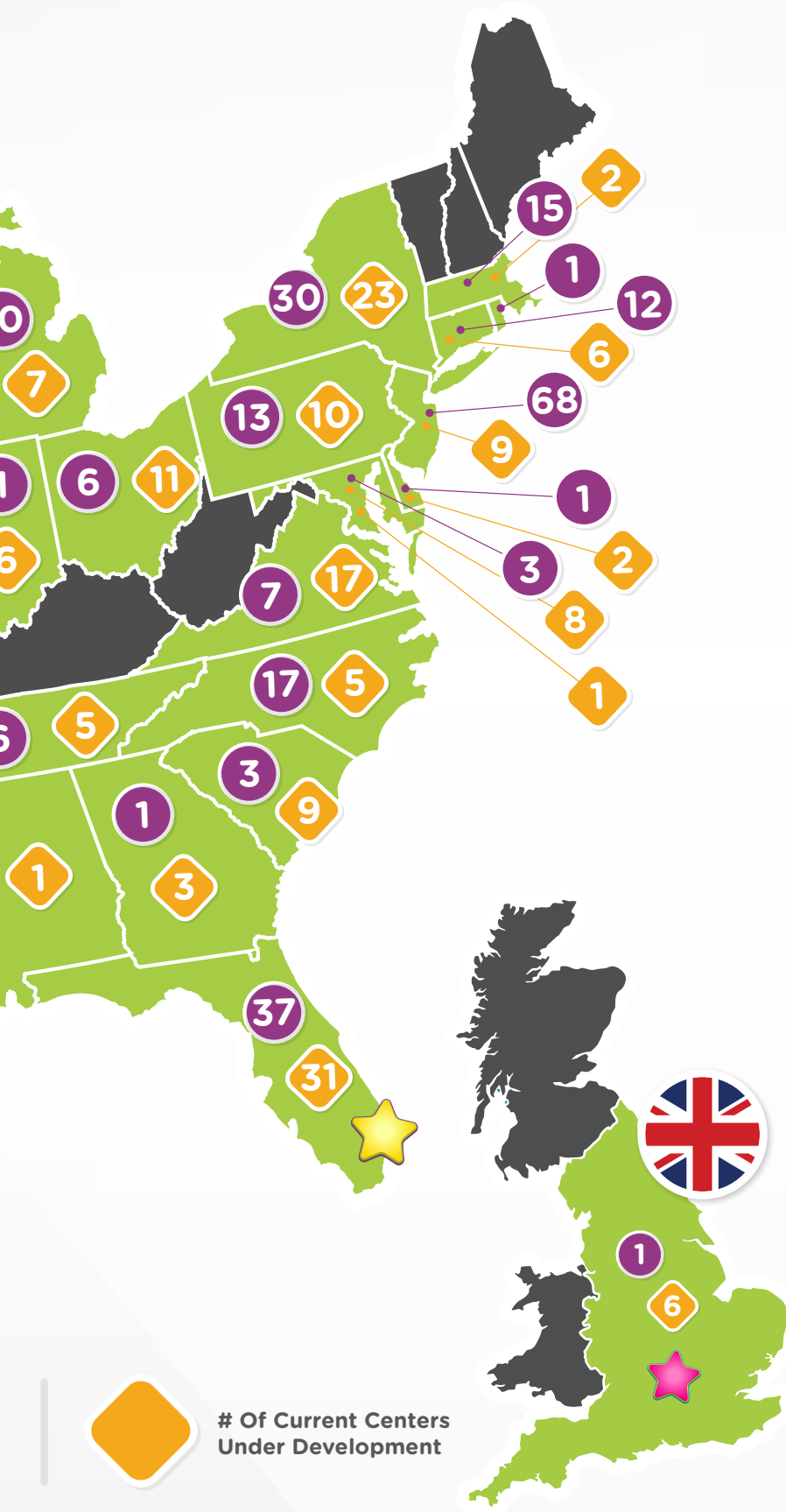


International Headquarters
London, UK



Of Current Operating Centers

DEVELOPMENT BY STATE

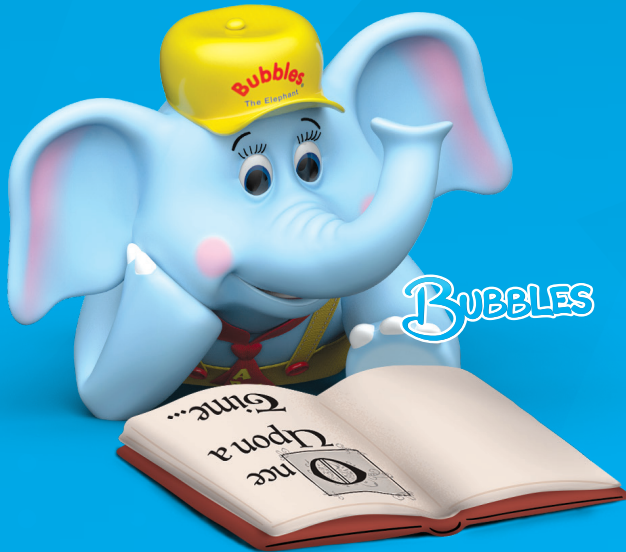


REAL ESTATE DEVELOPERS

With more than 600 sites either open and under development, The Learning Experience® (TLE®) has become the nation's fastest growing child care franchise!

Through our growth and experience, TLE® has become adept in understanding the needs of developers, including market and financial calculations. TLE® is now seeking Build-to-Suit Developers that can offer our company multiple locations to meet our ever-growing expansion across the world.





CHARACTERS THAT BRING LEARNING TO LIFE

Children love learning from characters—and studies show that it's highly effective especially in preschool and early education. TLE® has a cast of unique, beloved characters, each one teaching children a new value or activity.



Sign
Language



Physical
Fitness



Math



Science



Phonics



Manners &
Etiquette



Foreign Language



Technology



Philanthropy

BRAND OVERVIEW

CURRICULUM THAT DEVELOPS THE **WHOLE CHILD**

Our L.E.A.P.® (Learning Experience Academic Program) Curriculum uses fun, hands-on activities throughout early education to help **children develop intellectually, socially and cognitively**, or as we say...

learn play grow

According to an **MIT Study**, TLE children entering Kindergarten (age 5) outperform their peers at other preschools by almost **20 points higher than the national average**.



CENTERS WHERE IMAGINATIONS RUN FREE

From the vibrant colors to the furniture and floor plan, TLE® Centers foster **an early childhood care environment where children feel comfortable** and where their curiosity and creativity are rewarded.

TECHNOLOGY AND INNOVATION

Pioneering investments in technology, including interactive curriculum and classroom tools, parent mobile applications, and business intelligence tools, keep **TLE at the forefront of innovation in the industry.**



Student Technology

- TLE's proprietary **L.E.A.P. Interactive programs** are delivered through a touch screen digital whiteboard in each classroom. Promotes digital literacy and student engagement.
- **Proprietary characters** are part of the entire digital learning platform.



Parent Technology

- TLE's proprietary **Bubbles and Friends app** allows parents to stay completely up-to-date on their child's day.
- Teachers upload pictures, **provide updates** on activities and meals, and provide any other necessary updates throughout the day.
- **MyTLE app** serves as a comprehensive solution for tuition bill pay, streamlining the process for parents and TLE franchisees / school operators.



Organizational Technology

- Proprietary organizational technology tracks: **School performance and capacity, Scheduling Payments, Consumer communications.**
- New **MyTLE CORE platform** allows teachers to better plan days, as parents have to check in prior to bringing their kids to the school.
- **Pioneer in paperless record** keeping and business intelligence within the childcare industry.
- Constant school tracking and communications **ensures safety and improves crisis management.**



Working with the Real Estate Community exclusively through

ComRealty Group, L.L.C.™

For more information on opportunities with The Learning Experience® contact:



Nick Vanella

Executive VP - Real Estate

DC, DE, IL, IN, KS, MA, MD, MI, MO, NC, NH, NY, PA, RI, SC, TN, WI and United Kingdom

📞 (561) 886-6410 | ✉️ nvanella@tlecorp.com



Chad Weissman

Senior Director of Real Estate

AZ, CO, CT, KY, NV, OH, OK, OR, TX, UT, VA, WA and Canada

📞 (561) 886-6357 | ✉️ cweissman@tlecorp.com



Josh Stahl

Real Estate Manager

AL, AR, CA, GA, IA, ID, LA, MN, ME, MT, ND, NM, SD, VT, WV

📞 (561) 537-3029 | ✉️ jstahl@tlecorp.com

* For FL and NJ, contact any representative.



happy
happens
here.®

www.TheLearningExperience.com

