



# **Retailer Runway**

## The Learning Experience





# THE LEARNING EXPERIENCE<sup>®</sup>



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# 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**

**\$763M**  
2024E System-Wide Sales

**52,000+**  
2024E Students Served Daily

**1,000+**  
Corporate Partners



**COMPELLING FRANCHISE SYSTEM & MODEL**

**420** 2024E Total Units

**107+** NEW Franchise Sales in 2023

**76%** Franchisees Own More than 1 Unit



**TREMENDOUS GROWTH AND WHITESPACE**

**19%** System-wide Sales Growth (2019 - 2024E)

**230+** Centers Under Development

**1 New** Center Added Per Week



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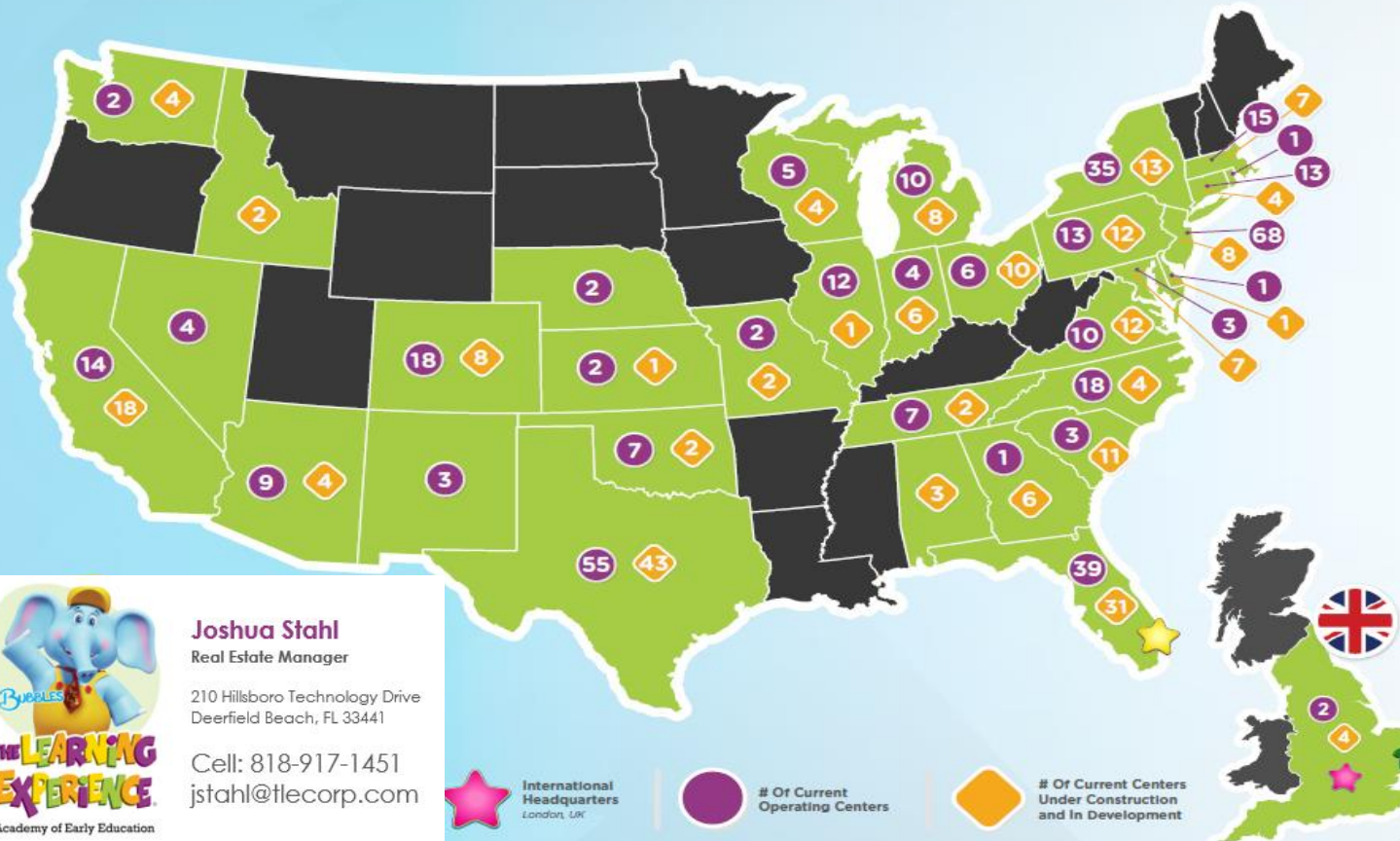
# Recognitions and Awards



Franchise Times  
**TOP 500**



# Centers Operating or In 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.



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International Headquarters  
London, UK



# Of Current Operating Centers



# Of Current Centers Under Construction and In 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

<b>Type</b>	Freestanding, Out Parcels, Flexible in High Barrier of Entry Markets
<b>Building Size</b>	10,000 sqft
<b>Parcel Size</b>	1-2 acres (developed 3/4 acre)
<b>Lease Terms</b>	15 Years Plus Options
<b>Additional Requirements</b>	Playground 5,000± sq ft Ease of Egress and Ingress 40 Parking Spaces

## Demo Minimum

<b>Population</b>	25,000+ (3 mi radius) 50,000+ (5 mi radius)
<b>Children Under 6 Years</b>	2,000+ (3 mi radius) 3,500+ (5 mi radius)
<b>Average Household Incomes</b>	\$75,000+
<b>Additional Requirements</b>	High Signage Visibility Turnkey Build-to-Suit High Traffic Counts High Growth



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## 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.



# 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.





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