



**THE LEARNING
EXPERIENCE**
Academy of Early Education

Franchise & Investment Opportunities

The Nation's Fastest Growing Childcare and Early Education Franchise.



EY Entrepreneur Of The Year



TLE BRAND OVERVIEW

CURRICULUM THAT DEVELOPS THE **WHOLE CHILD**



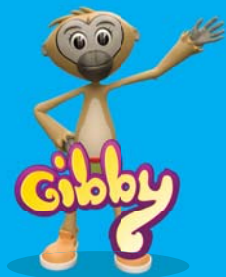
Our L.E.A.P.® (Learning Experience Academic Programme) Curriculum uses fun, hands-on activities throughout early education to help **children develop intellectually, socially and cognitively**. Or as we say, to Learn, Play and Grow.

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.


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**.

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

\$360M
2021E System-Wide Sales

35,000+
2021E Students Served Daily

1,000+
Corporate Partners



COMPELLING FRANCHISE SYSTEM & MODEL

306 2021E Total Units

60 NEW Franchise Sales in 2021E

45% Franchisees Own More than 1 Unit



TREMENDOUS GROWTH AND WHITESPACE

32.8%
System-wide Sales Growth Since 2002⁽¹⁾

200+
Centers Under Development

1 New
center added per week



GOLDEN GATE CAPITAL OVERVIEW

Golden Gate Capital (GGC) is a San Francisco-based private equity investment firm with over \$18 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.



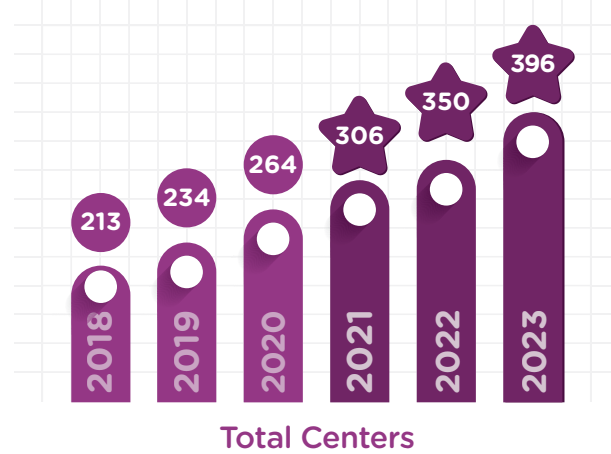
The Learning Experience® will continue to grow by increasing the number of worldwide centers.

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



2002
The **Work & Family**® program begins with **14 corporate partners**



2010
The Learning Experience® ends the year with **83 centers in 14 states**



The Learning Experience® ranks on **Entrepreneur's Franchise 500** list for the first time

2013
The Learning Experience® is named **Company of the Year** by Make-A-Wish® South Florida



2012
The Learning Experience® impressively ranks **#193 on Entrepreneur's Franchise 500** list and continues to rank year over year

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

2016
Classroom & Parent Safe 'N Secure® apps roll out nationwide



The Learning Experience® continues to grow to new heights over **160 open centers in 17 states nationwide**.



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

The **Work & Family**® program expands offering child care benefits to over 1,000 corporations



2017
The Learning Experience® moves into their **new world headquarters in Deerfield Beach, FL**

2018
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



2019
The Learning Experience® ends the year with over **230 locations and over 200 under development**

The Learning Experience® surpasses **\$300M in total system wide sales**

2020
CORE operating system launched.



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



Opened **first UK location** in East Finchley.

Opened **40 new locations** to end the year with **264 open in 23 states and 1 in United Kingdom**.



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



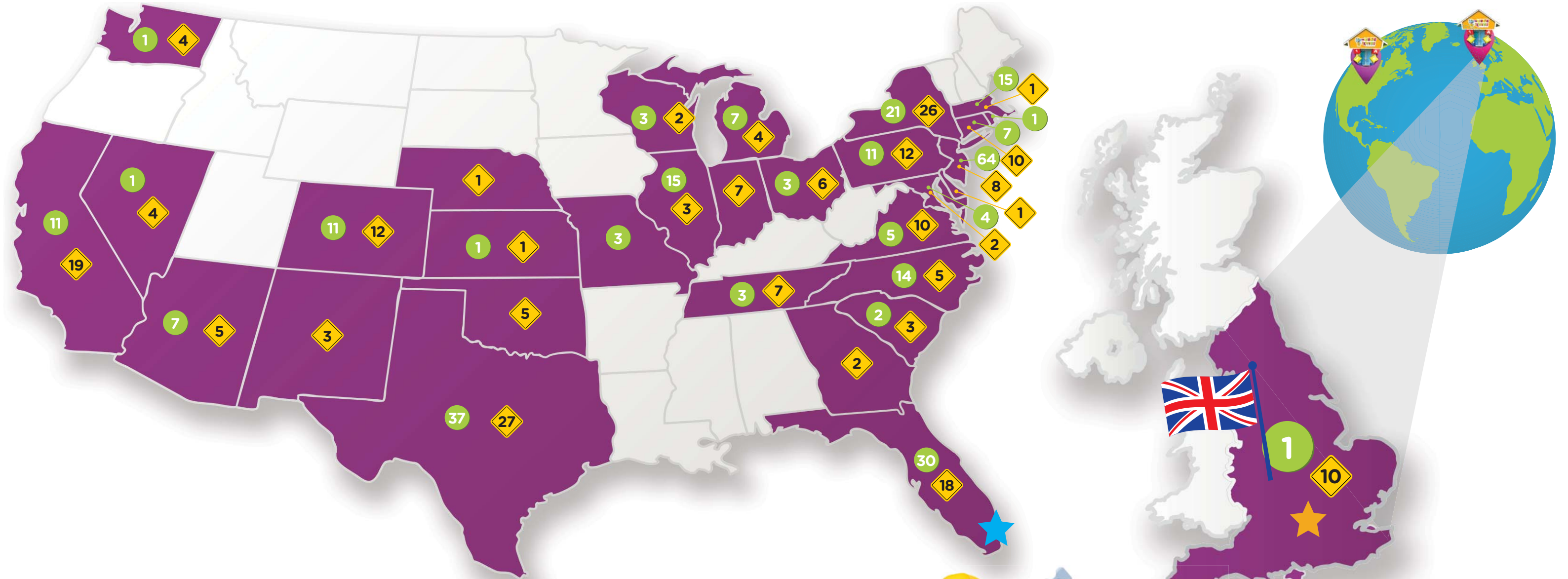
BUILD-TO-SUIT

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	30,000+ (3 mi radius) 75,000+ (5 mi radius)
Children Under 6 Years	3,500+ (3 mi radius) 5,000+ (5 mi radius)
Average Household Incomes	\$75,000+
Additional Requirements	High Signage Visibility Turnkey Build-to-Suit High Traffic Counts

CENTERS OPERATING OR UNDER DEVELOPMENT BY STATE



TLE GROWTH

With more than 500 sites either open or under development, The Learning Experience® (TLE®) has become one of the nation's fastest growing child care franchise organizations! TLE's footprint is now in more than 30 states as well as internationally in the UK. At TLE®, our real estate model is completely unique within the child care industry. With two separate options available—a turnkey approach where our real estate team procures locations in specially targeted markets, works with developers to build, equip, and set up the center, then hands you the keys. The second option is if you own a real estate location, TLE will assist you with the development of your center. We also provide world-class training and support for you to operate your center effectively and successfully.



Scan this QR code to see available locations or to request more information on new locations in development.



- ★ Worldwide Headquarters - Deerfield Beach, FL
- ★ International Headquarters - London, UK
- # Of Current Operating Centers
- ◆ # Of Current Centers Under Development



THE LEARNING EXPERIENCE

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.



Child 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 child engagement.
- Proprietary characters are part of the entire digital learning platform.



Parent Technology

- TLE's proprietary Show N Tell 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 / center operators.



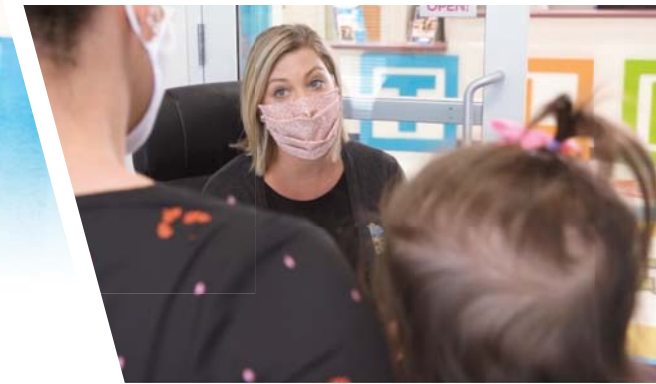
Organizational Technology

- Proprietary organizational technology tracks: Center 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 children to the center.
- Pioneer in paperless record keeping and business intelligence within the childcare industry.
- Constant school tracking and communications ensures safety and improves crisis management.



“Even after nine years as a franchisee, TLE continues to amaze me with their industry-leading innovation! It gives me the confidence each day of knowing that I am in business with the best!”

~ TLE Franchisee



Through our Work and Family Program, TLE partners with 1,000+ companies across the country to provide their employees with a 10% discount on tuition to their local TLE. This program is supported through direct partnerships with many companies as well as through benefit brokers, like LifeCare, YouDecide, and PerkSpot, who are hired by companies such as Bank of America, Goldman Sachs, and Morgan Stanley, to manage their employees' benefits and discounts.



*Samples of our Corporate Partners.





Requirements to be eligible to join the TLE® family as a franchisee:

- You will need a minimum of \$150,000 liquid capital. TLE® will assist you in obtaining SBA financing for the remainder of your investment
- The total investment cost for a leased investment, turnkey facility including franchisee fee, deposits and working capital is \$500,000 - \$800,000* (depending on the size and location of each Center)



Opportunities to invest in our franchise:

Contact us now to find the right one for you!

**Leased
Investment
Development**



**Purchase
Development**



Our Mission

To make a **positive difference** in the lives of our **children**, their **families**, and the **communities** we serve.



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happy
happens
here.

For more information on opportunities at TLE® contact:

 **(888) 278-0820**

 **tle-franchising.com**

This website and the franchise sales information on this site do not constitute an offer to sell a franchise.