

Dubaï, on April 23, 2020



Dear Parents,

I hope you and your family are doing well. Some of you have asked us for a discount on the the tuition fees for Term 3. I would like to explain the reason why such a discount is unfortunately not possible by clarifying the following points:

**1) 537 758 AED savings are made during the school closure.**

- Savings are made on drinking water, school supplies, maintenance, security, photocopies ...
- Savings are not possible on electricity or running water as those are included in the rent
- Bus and activities fees are reimbursed or deducted from the tuition fees.

The 537 738 AED savings made from March until August represent 2.5% of the school tuition fees of Term 3. After much reflection, the management team decided to integrate these savings into a solidarity fund in order to avoid limiting the support we wish to provide to families in need, to AED 237 per student.

**2) The LFI remains, today, less expensive than similar schools that have offered a discount on their tuition fees- including LFIGP (refer to table below)**

These schools we are referring to are those mentioned in newspaper articles that you shared with us.

They have higher tuition fees and larger margins. Thus, granting a consented discount is more of a marketing scheme, unlike the solidarity that we are putting into practice.

The APELFI representatives have asked us to give the same discount as the one offered by the LFIGP. As you are aware, the beforementioned school that offers the same French curriculum as ours has just announced a 20% discount, disregarding the recommendations of the AEFÉ. However, despite this discount, our tuition fees remain lower than Lycée Pompidou, namely for 87% of the students currently enrolled at our school (from Pre-KG to Grade 8).

SCHOOL	DISCOUNT	ANNUAL FEES AFTER DISCOUNT		
		KG2/GS	GR5/CM2	CR8/4e
NORD ANGLIA -Dubai	15%	70 320	75 343	80 366
JUMEIRA BACCALAUREATE SCHOOL	20%	52 389	68 105	68 105
COLLEGIATE AMERICAN	20%	51 997	59 425	67 529
DEIRA INTERNATIONAL SCHOOL	10%	50 218	54 564	58 924
DUBAI INTERNATIONAL ACADEMY/Barsha	20%	42 797	57 978	67 085
UNIVERSAL AMERICAN SCHOOL	10%	44 322	65 617	65 617
RAFFLES INTERNATIONAL	20%	34 021	53 086	59 893
HORIZON INTERNATIONAL	20%	36 980	45 113	51 097
LYCEE POMPIDOU	20%	27 692	32 676	41 328
LFI AFLEC		26 922	32 306	38 168

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Our financial situation is, therefore, not comparable to other schools: our moderate tuition fees have never made it possible to generate as much revenue as those schools and we cannot give a discount to everyone without calling into question the financial balance of the LFI.

**3) The LFI has set up a solidarity fund of 1.5 million AED to support families in crisis.**

We wouldn't have been able to put into place this solidarity fund had we lowered the tuition fees by offering a general discount. This solidarity fund is made of :

- ½ million AED generated by funds made or to be made by the end of August;
- 1 million AED given by the members of the management committee to help families who are facing financial difficulties in this crisis

This fund is intended to assist families who need it until September 2020: the first commission is scheduled to meet the week of May 3, followed by other commissions that will be held by the end of the academic year. To all those who fear for their economic situation, we recommend they approach the school in order to set a plan for rescheduling the payment of the tuition fees.

Our priority is to help each and every one to remain a member of our community, despite the difficulties. The spirit of solidarity, the true foundation of the network of French schools worldwide, must prevail during these critical times.

**Finally, at the request of the APELFI, we have decided to reduce the re-enrollment fees to 500 AED in order to assist the families who still have not been able to pay. In addition, we have pushed the deadline for payment as well as applying for the solidarity fund and asking for rescheduling payment to April 26<sup>th</sup>.**

Please rest assured, dear parents, of my commitment and that of the entire staff at the Lycée Français International de Dubaï to do our best to provide support for your children during these exceptional times we are going through.

Best regards,  
Etienne AGOSTINI  
Principal

