

Dear Parents

We are pleased to approve below discount policy for **Academic Year 2023-24**:

DEFINITIONS FOR REFERENCE:

- ❖ **Cut-Off Date:** *Cut-off date is the date up to when the Early Bird Discount(s) is/are valid. Discounts will return to zero, reduced discounts or normal pricing, as the case may be, after the cut-off date.*
- ❖ **Discount Blocks:** *For the purpose of sibling discounts, all grades have been divided in two separate blocks:*
 - *School Block (FS-1 - Year 8)*
 - *Senior Block (Year 9 - 11)*
- ❖ **Base Student:** *For families with more than one student enrolled at Newlands, Base student is the student who is not eligible for sibling discount. This will be the eldest student (highest grade) in the 'School Block' (for establishing the base student, only students enrolled in the School Block will be considered). If there are any students from the same family enrolled in the 'Senior Block', these shall be excluded for establishing the base student.*

A – SIBLING DISCOUNT

For AY 2023-24, management has approved the following to the **SIBLING DISCOUNT**:

Conditions	Academic Year 2023-24	
Discount %	5% on Tuition Fees	10% on Tuition Fees
Eligibility	2nd Student	3rd Student Onwards

TERMS & CONDITIONS:

1. For any families with more than one student enrolled at Newlands, sibling discount shall be applicable from the second student onwards;
2. Sibling discount is applicable for students enrolled in the **School Block** (FS1 to Year 8) only; Students of **Senior Block** (Year 9 to 11) are not eligible for sibling discount;
3. Sibling discount shall be applicable to the youngest students (**lowest grade**) of the family. The eldest student (**highest grade**) of any family enrolled in the School Block, shall be considered the **base student** and will not be eligible for sibling discount;
4. Sibling discount shall be available to **both** (existing and new students);

B – SENIOR OFFER – (Year 9 - 11)

Management is pleased to approve a flat **5% Senior Discount** on annual tuition fee for students of Year 9 to Year 11. However, a **15% Early Bird** offer is also available up to the cut-off date:

Conditions	Academic Year 2023-24	
	Enroll by March 15, 2023	Enroll after March 15, 2023
Discount %	15% on Tuition Fees	5% on Tuition Fees
Eligibility	Year 9 - 11	

TERMS & CONDITIONS:

1. **Senior Offer** shall be available to **both** (existing and new students);
2. Students in **Senior Block** (Year 9 to 11) will **NOT** be considered for sibling discount;
3. This offer is applicable for any number of students in a family enrolling in **Senior Block** during AY 2023-24;
4. To avail the **15% Early Bird Offer**, **cut-off date** shall be **March 15th, 2023**;

C - FULL PAYMENT DISCOUNT

Families are eligible to avail a **Full Payment Discount** as tabulated below, if all dues for the academic year are paid in advance, at the start of the academic year (i.e., September):

Method of Payment	Discount %
Fees paid in Cash	4%
Fees paid by Credit Card	3%
Fees paid through online portal	3%

If the full payment is made after the month of September, the % will be proportionately adjusted according to the number of months remaining.

For example:

In October, it will be calculated as $4\% \times 9/10 = 3.6\%$

And, in November, it will be calculated as $4\% \times 8/10 = 3.2\%$

GENERAL TERMS & CONDITIONS:

To avail the discount:

1. A **non-refundable** Registration Fee of AED 500 for new admission shall be paid;
2. A **non-refundable** Seat Reservation Deposit of **'5% of the annual tuition fee for reenrollment'** and **'10% of the annual tuition fee for new admission'** shall be paid;
3. To avail an applicable early bird discount, Registration Fee and Seat Reservation Deposit has to be paid before the cut-off date;
4. Seat Reservation Deposit is **Adjustable** against Term 1 fee;
5. Discount policies apply only to those who complete a full academic year with the school. If a student withdraws from the school during the academic year, discounts will be reversed and full fees shall be payable;
6. Discounts shall be adjusted from term 3 payments;
7. Scenarios for the discount calculations are given in annexure A;
8. To avail any of the discounts, all current and previous dues must be cleared;
9. To avail the discount, all dues must be cleared before the applicable due date for each term. The due dates at the time of printing of this document are:

Term	Due Date
1	Before 22 th August
2	Before 22 th December
3	Before 22 th March

Notes:

1. The School reserve the right to modify the **Annual Discount Policy** without prior notice;
2. The CEO or the Regional Director may approve any exceptions to this policy;
3. All discounts are subject to conditions of the **School Fee Policy**;