

MANAGEMENT DISCUSSION AND ANALYSIS REPORT FOR THE YEAR ENDED 31ST AUGUST 2023

The management of Majan College SAOG (Majan University College) is pleased to present to the shareholders a report covering the objectives of the institution, overview of activities, opportunities and threats, internal control and quality assurance systems, analysis of the financial performance and human resources.

Objectives of the Institution

In line with Oman 2040 vision, Majan University College Vision, Mission and Strategic plan are developed. Majan's vision "recognising potential, engaging minds, transforming futures" guides its operations. Majan's mission is to provide an innovative learning environment that supports students in reaching their full potential in a changing world. The key strategic themes underlying the mission statement are to enhance the student experience; build teaching excellence and research; develop operational excellence; develop productive partnerships; invest in people; and promote financial and environmental sustainability.

Overview of Activities

Guided by our vision and mission, Majan offers programmes at undergraduate and postgraduate programmes that address the needs of the local, regional and international markets in a competitive environment. Majan University College has an academic partnership with the University of Bedfordshire for all the Undergraduate and Masters programmes and with the University of Bradford for the Doctor of business Administration programme. All undergraduate programmes are designed and delivered by Majan and approved by the University of Bedfordshire. These are in the areas of Business and related fields, Information Technology and English Language. At the postgraduate level, Majan hosts four Master programmes (MBA, Computer Science and International Human Resource management and Applied Linguistics). New pathways were developed to further address the needs of the market. Majan also hosts the University of Bradford Doctor of business Administration programme. All programmes are delivered in English language.

Opportunities and Threats

The private higher education sector is growing and Majan meets the market demands. Majan continues to enjoy a well-respected position among higher education institutions as an attractive place for education desired by students. Majan University College is well positioned to seize growth opportunities that emerge from the local market. New programmes addressing the market needs and in line with the age of Artificial Intelligence are prepared and under approval by the Ministry of Higher Education, Research & Innovation. The postgraduate area is a key focus of the business strategy and in this regard, Majan University College expanded the range of its academic programmes by adding DBA and is considering other opportunities. In addition, a Master degree in Business Administration to be delivered in Arabic language and Majan University College is the awarding body is under approval by the Ministry of Higher Education, Research & Innovation. Majan University College is fully aware of the competitive nature of this sector and is always exploring new directions.

Internal Control and Quality Assurance Systems

Majan has in place robust internal control systems that provide an appropriate assurance of effective and efficient operations, financial controls and legal compliance. The college receives independent reports on the adequacy and integrity of the internal controls from the internal audit of Majan and statutory external audit. These serve to strengthen the internal control systems.

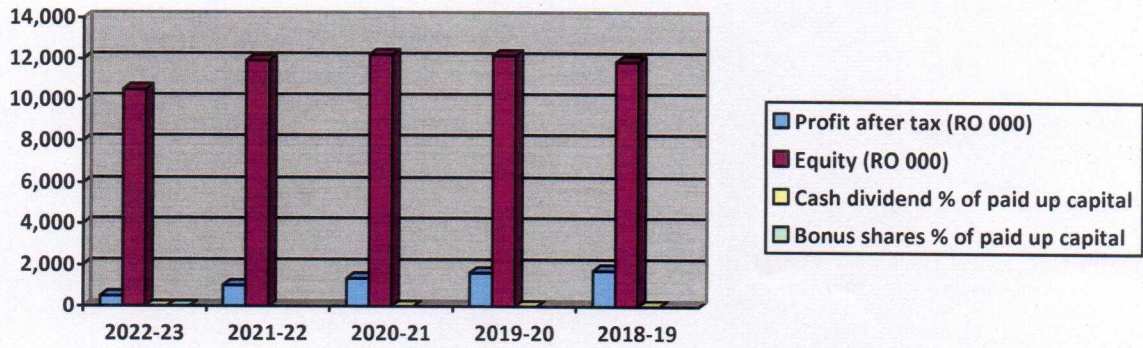
All the academic provisions and related activities are governed by its quality assurance manual and rules and regulations. Majan was the first higher education institution to be institutionally accredited by Oman Authority for Academic Accreditation and Quality Assurance of Education. It was accredited in year 2017 for a period of five years, extended to six years. The reaccreditation process will take place in year 2024.

Financial performance

In comparison to the previous financial year, total income was decreased by 8% to be OMR 4.41 million. This was mainly from decrease in new undergraduate students and decrease in other miscellaneous & Investment income. Total expenses have increased by 6% to be OMR 3.82 million. This was mainly from increase in academic staffs to provide new programmes and increase in utilities consumption and face to face services & events after discontinuation of online learning. Therefore, net profit before tax and taxation decreased by 50% and 52% consecutively. Consequently, overall net profit after tax has decreased by 50% to be OMR 0.5 Million. Earnings per share has decreased from 11 Baiza per share to 6 Baiza per share.

The financial performance over the last five years was as follows:

	2022-23	2021-22	2020-21	2019-20	2018-19
Profit after tax (RO 000)	500	1,005	1,351	1,618	1,737
Equity (RO 000)	10,501	11,913	12,214	12,168	11,855
Cash dividend % of paid up capital	*2.5%		14.5%	14.5%	14.5%
Bonus shares % of paid up capital	*7.5%				



* Recommended by the Board of Directors

Human Resources

One of the main pillars in enhancing the performance of Majan is the Human Resources field. Majan University College invests in hiring highly qualified and experienced staff to cater for the growing future prospects of Majan. A feature of its Human resource is the recruitment, training and retention of Omanis. Majan remains committed to provide training at both the undergraduate and post graduate levels to young Omanis who work in Majan. This practice has been in Majan for the past 27 years. Majan University College enjoys high staff retention which contributes greatly to its stability and success.

Dr. Maha Kobeil
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