



Project Summit

Quality and Compliance Training Provider

Teaser

Our client is a Southeast-based quality and compliance training provider and is internationally recognized for its diverse and extensive course offerings. The Company serves a wide range of industries, delivering high-quality, accredited education to professionals worldwide. R.L. Hulett has been retained as exclusive financial advisor to explore strategic alternatives for the business, including a potential sale. Ownership is seeking a buyer who recognizes the value of the business and who is interested in continuing to build on the platform.

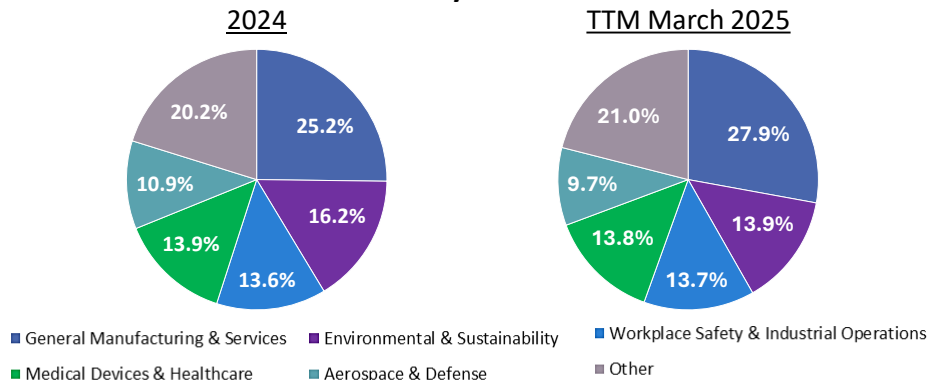
Exceptional Growth: From 2021 through TTM March 2025, the Company's revenue has grown at an impressive CAGR of 70.3%, a testament to its strong market positioning and consistent demand for its unique offerings. This robust growth trajectory underscores the Company's ability to scale rapidly within the evolving professional training sector.

Strong and Expanding Profit Margins: From 2021 through TTM March 2025, the Company has maintained strong EBITDA margin above 33.0%, with 2025 projected at 46.0%. This margin expansion indicates a successful pricing strategy that has raised the average course prices over the past several years while keeping them 20% lower than those of leading industry competitors. This strategy has positioned the Company's course offerings as cost-effective yet premium alternatives to competing courses. The Company's ability to achieve consistent double digit sales volume growth demonstrates strong demand for its content with a solid contingent of repeat customers.

(in thousands \$'s)

	Years ended Dec. 31,				TTM	Dec. 31,
	2021A	2022A	2023A	2024A	Mar25	2025F
Net Sales	\$ 231	\$ 670	\$ 856	\$ 1,660	\$ 1,944	\$ 2,232
<i>Revenue Growth</i>		190.0%	27.7%	94.0%	17.1%	34.4%
Cost of Goods Sold	128	364	475	774	899	951
Gross profit	103	306	381	886	1,045	1,281
<i>Gross Profit Margin</i>	44.4%	45.7%	44.5%	53.4%	53.8%	57.4%
SG&A Expenses	26	66	88	177	202	255
Operating Income	77	240	293	709	843	1,026
EBITDA, as adjusted	\$ 77	\$ 240	\$ 293	\$ 709	\$ 843	\$ 1,026
<i>EBITDA Margin</i>	33.1%	35.8%	34.3%	42.7%	43.4%	46.0%

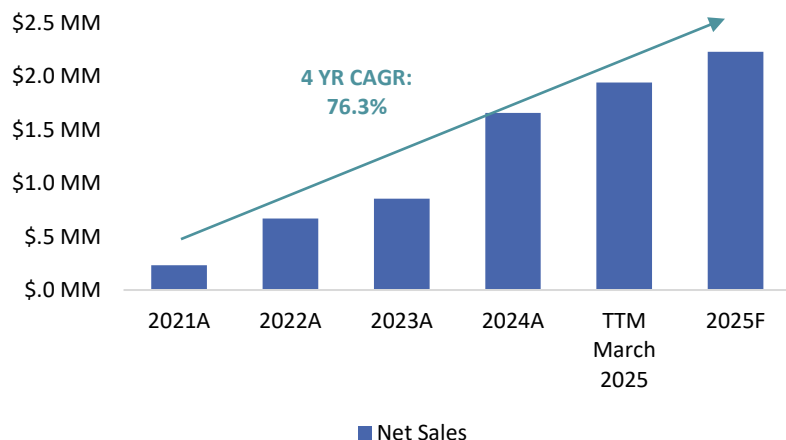
Revenue by End Market



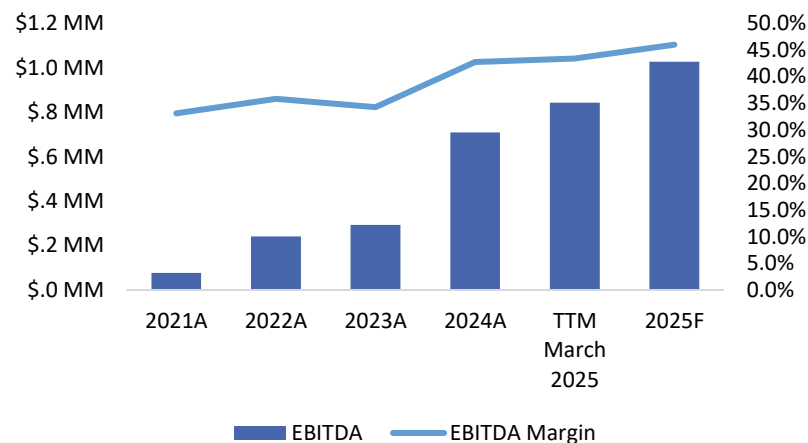
Differentiated Product Offering: With a focus on 100% online and on-demand training, the Company addresses the growing consumer demand for flexible, self-paced learning solutions. This innovative, learner-centered model allows users to access high-quality content anytime, anywhere, setting it apart from traditional course providers. By combining convenience with high-quality content, the Company provides a superior user experience that drives engagement and enhances learning outcomes.

Certified Provider: As an Exemplar Global-certified and ISO 9001:2015-certified provider, the company meets stringent industry and quality standards, establishing a high level of trust and credibility. Clients can be confident that the training they receive is compliant, recognized, and aligned with industry best practices.

Revenue



EBITDA & EBITDA Margin





Contact Us

If you are interested in learning more about this opportunity, please complete and sign the Confidentiality Agreement ("CA"), and return it via e-mail. Upon receipt of the signed CA, we will follow up with more information on the transaction opportunity. Please direct all questions and communications through the RLH team members listed below.

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