

Provedor de treinamento on-line lucrativo



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Uma plataforma de educação on-line altamente lucrativa, sediada no Reino Unido, que oferece qualificações regulamentadas e endossadas em um catálogo de cursos amplo e expansível. Operando de forma totalmente remota, a empresa se beneficia de despesas gerais baixas, margens sólidas e um potencial de crescimento significativo e inexplorado.

Principais destaques

- Perfil financeiro atraente: receita de £ 1,53 milhão com EBITDA de £ 724 mil (margem de cerca de 47%), demonstrando forte eficiência operacional e geração de caixa.
- Oferta estabelecida e credenciada: Amplo portfólio de cursos regulamentados e endossados, o que sustenta a credibilidade e a demanda recorrente.
- Potencial de aumento significativo: Apenas uma pequena parte do catálogo existente é comercializada ativamente, apresentando oportunidades claras de aumento de receita por meio de maior promoção e otimização de cursos.
- Modelo digital escalável: A entrega totalmente remota permite o dimensionamento rápido sem custos incrementais substanciais.
- Grande interesse do mercado: Mais de 20 partes interessadas já se registraram, indicando tensão competitiva e validação do mercado.

Visão geral do mercado educacional do Reino Unido

- Setor grande e resiliente: O mercado educacional do Reino Unido é bem estabelecido e reconhecido mundialmente, com forte demanda por qualificações acadêmicas e vocacionais.
- Mudança para o aprendizado on-line: O ensino à distância e as plataformas digitais continuam a ganhar força, acelerados pela COVID-19 e pelas mudanças nas preferências dos alunos.
- Quadro de Qualificações Regulamentadas (RQF): Os cursos alinhados com os padrões do governo aumentam a credibilidade tanto para os alunos quanto para os empregadores.
- Demanda crescente de aprendizagem de adultos: Foco cada vez maior em aprimoramento e requalificação profissional, impulsionado pela mudança tecnológica e pela evolução do mercado de trabalho.
- Apelo internacional: As qualificações credenciadas pelo Reino Unido são amplamente reconhecidas globalmente, apoiando a demanda de estudantes internacionais e o potencial de exportação.

TARGET PRICE

\$ 4,000,000

GROSS REVENUE

\$ 1,530,000

EBITDA

\$ 724,000

BUSINESS TYPE

Educacional/Escolar

COUNTRY

Reino Unido

BUSINESS ID

L#20261023

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