# Gambit's Education & Training M&A Credentials

**Gambit Corporate Finance has established a demonstrable track record and extensive knowledge and expertise in the Education & Training M&A market, having completed several prominent buy-side and sell-side M&A transactions. Gambit has first-hand knowledge of the buyer and investor pool in the sector, understands the key drivers for transactions and has a proven ability to deliver outcomes that exceed clients' expectations.**

## Gambit Acts as Lead Advisor on the sale of Astutis to Wilmington Plc for a total consideration of £21.5 million

Astutis, the UK's leading health, safety and environmental ("HSE") training provider, has been acquired by Wilmington plc ("Wilmington") for a total consideration of up to £21.5 million.

Established in 2011, Astutis offers training for a range of globally recognised and regulated health, safety and environmental qualifications delivered through long-established partnerships with market leading accreditation bodies NEBOSH, IOSH and IEMA. Combined with the company's tech-enabled Learning Management System platform this delivers market leading results for clients and learners.

Astutis sells its courses in more than 130 countries and, to date, over 100,000 HSE professionals have qualified under Astutis' courses and more than 5,000 organisations have entrusted the company with their staff development. Steve Terry (Managing Director) and Brenig Moore (Technical Director) will remain with the business.

Wilmington is a multinational provider of data, information, education and training services in the global Governance, Risk and Compliance ("GRC") markets and is listed on the London Stock Exchange. The acquisition of Astutis strengthens Wilmington's portfolio of GRC training and education solutions by expanding its capabilities into the health, safety and environmental markets and is part of Wilmington's strategy to consolidate its presence in the substantial and highly dynamic GRC space.

**Steve Terry, Founder and Managing Director of Astutis commented:**

*"I would like to thank the highly experienced team at Gambit for their role in advising, leading and delivering an outstanding outcome for the shareholders which exceeded expectations. Their deep sector knowledge and understanding of the buyer landscape differentiates their approach and delivered significant competitive tension to the process.*

*"Gambit were proactive throughout the process, anticipating any potential issues and ensuring these were dealt with to maintain momentum and maximise the outcome for the shareholders. It has been a pleasure to work closely with the Gambit team over the last few months and I thank them for their exceptional support every step of the way. Geraint Rowe advised Astutis for 12 years and was instrumental in the creation and realisation of shareholder value"*

**Geraint Rowe, founder shareholder, Non-Executive Director of Astutis and Partner at Gambit commented:**

*"We are delighted to have acted for the shareholders of Astutis on this transaction which further evidences Gambit's strong credentials in the Recruitment and Training sector and supports our position as one of the UK's leading advisers in the space.*

*"Over the last 12 years Steve, Brenig and the team have built a best-in-class business which has consistently delivered outstanding, market leading learner outcomes for a diverse range of blue-chip clients and their workforces across the globe. Astutis' leading position in the HSE training space will provide Wilmington with a substantial platform for further growth and penetration into the buoyant GRC space."*

**Simon Marsden, Director at Gambit, commented:**

*"This successful outcome is testament to Gambit's deep sector knowledge, understanding of the buyer landscape and our track record in delivering M&A advisory services which exceed shareholder expectations. We are seeing particularly strong appetite for high quality assets in the Education and Training space and expect to see further consolidation in the sector. We are already working with a number of other clients to help them achieve their strategic objectives, which augurs well for the continued growth of our credentials in the sector."*

# Gambit's Education & Training M&A Credentials

Gambit Corporate Finance acted as lead advisor to the shareholders of act developing learning on its sale to Cardiff and Vale College Coleg Caerdydd a'r Fro

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## ACT has been sold to Cardiff and Vale College

ACT is a leading work-based training provider, delivering fully funded work-based qualifications for learners aged 14 upwards across a wide variety of disciplines.

Cardiff and Vale College is a further education college offering courses in subjects including art, business, science, hospitality and counselling, with revenues in excess of £75m, providing essential skills to over 30,000 students.

**Andrew Cooksley, Managing Director of ACT Commented:**

"Selling your business is a once in a lifetime opportunity for most business owners. It can be a daunting prospect and the team at Gambit brought all the sector and transactional experience, knowledge and expertise to the deal and provided all the support we needed. We can't praise Gambit enough for getting us through it achieving a result that far exceeded our expectations."

## Transaction Highlights

**Public Sector Acquiror**

**Significant Upside Via Earn-Out**

**Complex Stakeholder Dynamics**

## Motivational Preparation College for Training ("MPCT") has been sold to Learning Curve Group ("LCG")

MPCT is the 7th largest independent training provider for the UK Government's Education and Skills Funding Agency Contract. The company helps tens of thousands of school leavers gain practical and academic skills for both civilian and military careers.

LCG is a leading UK training and education specialist and a portfolio company of pan-European mid-market private equity firm Agilitas.

**Huw Lewis MBE, Founder and Chief Executive of MPCT Commented:**

"I would like to thank the highly experienced team at Gambit for their role in advising, leading and executing a lengthy negotiation. Gambit were wholly committed, provided an extraordinary level of service and steered negotiations with objectivity. It has been a genuine pleasure to work closely with Gambit over the last few months and I thank them for their outstanding support."

Gambit Corporate Finance acted as lead advisor to the shareholders of MPCT Motivational Preparation College for Training on its sale to LEARNING CURVE GROUP

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## Transaction Highlights

**Private Equity**

**Valuation Exceeded Client Expectations**

**Price Maintained Through Due Diligence**

**If you would like to arrange a call to discuss the current M&A market and opportunities facing the Education & Training sector in 2024 and how these relate to your business, please contact a member of our team.**


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