

For Sale

Location: **Darwin**
Asking: **\$1,250,000**
Type: **Services-Other**

Highly Profitable NT RTO Business 18 Years Operations

Highly Profitable 18 Years of Operations Established NT-Wide Client Base

\$1,250,000

An outstanding opportunity exists to acquire a highly profitable Registered Training Organisation (RTO) based in Darwin, Northern Territory, with an established operating history dating back to 2008 and a strong reputation for delivering practical workplace training throughout the NT.

Generating approximately \$500,000 in annual EBITDA, with historical annual revenue ranging between \$700,000 and \$950,000, the business offers an attractive combination of established profitability, repeat corporate customers and relatively low operating overheads.

Approximately 90% of its customers are businesses and organisations, including government agencies, mining companies, major corporate employers and First Nations organisations. Many clients have maintained their training relationships for more than a decade, providing an established source of repeat business with minimal ongoing marketing expenditure.

The RTO operates entirely on a fee-for-service basis, with registration extending through to December 2032, providing an incoming owner with a well-established platform for continued operations and future expansion.

Key Features:

- * Highly profitable business generating approximately \$500,000 in annual EBITDA
- * Established Darwin-based RTO operating continuously since 2008
- * Current RTO registration extending through to December 2032
- * Approximately 90% business-to-business customers, supporting repeat revenue
- * Established relationships with government, mining, corporate and First Nations organisations
- * Loyal customer base with many relationships exceeding 10 years
- * Entirely fee-for-service income, with no reliance on government-funded training contracts

Contact:

Andrew Hahn
0413 013 367 or [08 8941 3000](tel:089413000)

aubizbuysell.com.au/135096

Business Brokers Network
Australia
Broker Ref: 26594



- * Broad training scope covering 29 units across six nationally recognised training packages
- * Training programs spanning agriculture, automotive, forestry, public safety, resources and transport
- * Strong training activity with 2,489 recorded unit enrolments across the supplied 20252026 reporting period
- * Established online training platform already contributing approximately 20% of total income
- * Efficient staffing structure comprising two full-time trainers supported by four casual trainers
- * Low capital requirements, with customers frequently supplying equipment for training at remote locations
- * Online course bookings and payment facilities through the existing website
- * Minimal marketing expenditure supported by an extensive existing customer database
- * Flexible leased premises with potential for relocation
- * Significant opportunities to expand defensive driving, chemical handling and online training programs
- * Potential to replicate the established delivery model in other regional Australian markets

The business operates with a relatively lean cost structure, supported by experienced trainers and an established network of corporate customers. Its ability to deliver training directly at customer workplaces, including remote locations, reduces the need for substantial fixed infrastructure and specialist equipment.

An established online training platform provides an additional income stream and considerable scope to introduce further courses without a corresponding increase in physical training facilities.

Future growth opportunities include expanding workplace defensive driving programs, increasing chemical training services to agricultural and industrial customers, introducing additional online courses and extending services to existing corporate customers. The established business model also offers opportunities for expansion into other regional Australian markets.

After many years in the training industry, the owner has made the decision to retire and is offering the business for sale while it remains profitable, well-established and performing strongly.

This is an attractive acquisition for an existing training organisation seeking to expand its geographic coverage or an experienced business operator looking to acquire a profitable enterprise with an established customer base, experienced training personnel and genuine growth potential.

At an asking price of \$1,250,000, with approximately \$500,000 in annual EBITDA, this is a compelling opportunity to acquire an established and profitable Northern Territory training business with extensive expansion opportunities.

Serious, suitably qualified buyers are encouraged to enquire promptly to obtain further information about this confidential business opportunity. All enquiries will be handled in strict confidence.

For further information contact Andrew Hahn today on 08 8941 3000 or email andrew@tbsav.com.au

Licensed Agent: AL 1040 16 Smith Street Darwin NT 0800

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