

EDUCATION SECTOR OVERVIEW

For The Quarter Ending June 30, 2021



PARCHMAN, VAUGHAN & COMPANY

Private Investment Bankers

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Overview

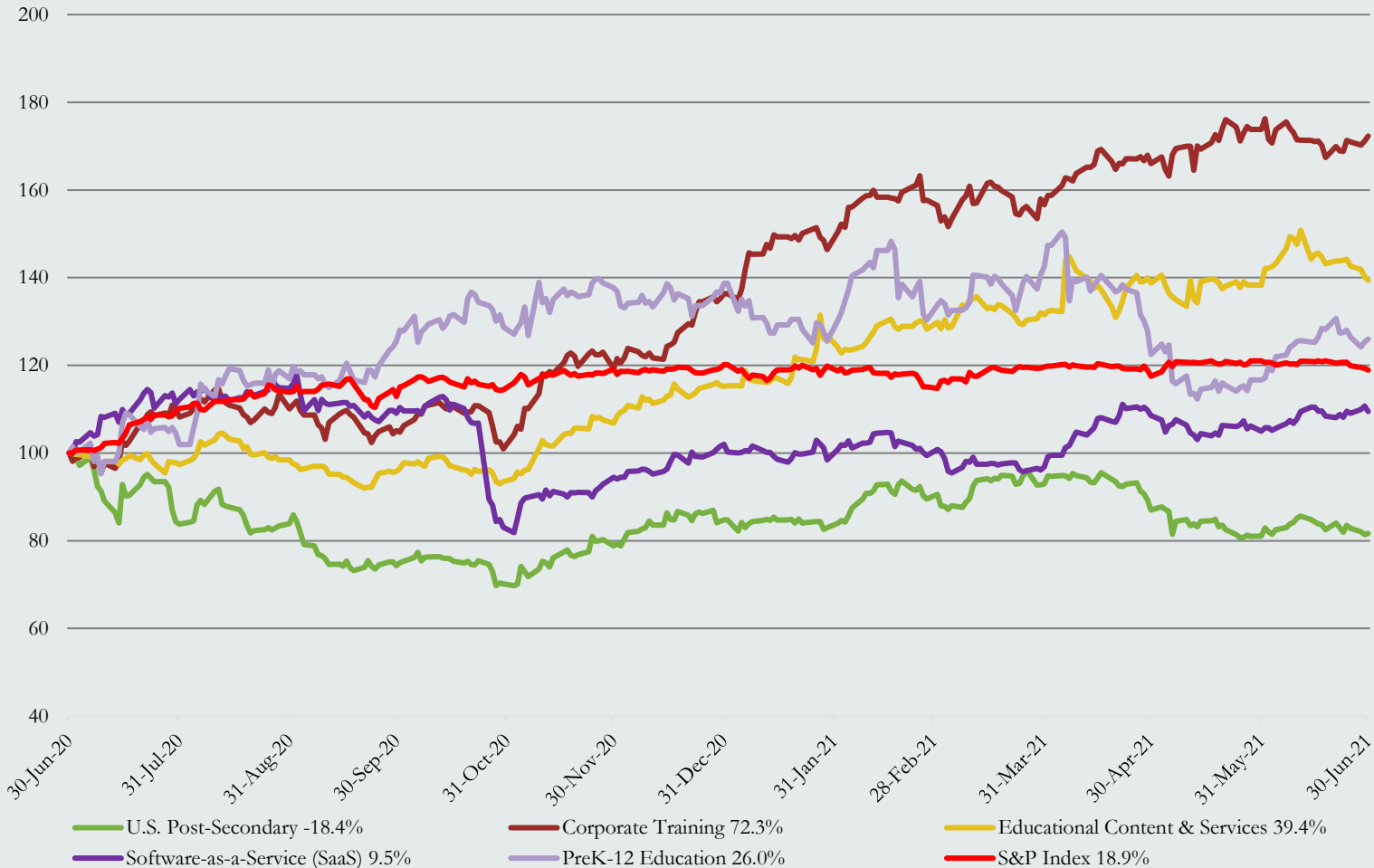
Parchman, Vaughan & Company, L.L.C. (“PVC”) is pleased to share with you our summary of the earnings and other multiples of publicly-traded education firms.

We caution that many factors affect the valuation of firms and these multiples are, at best, a guidepost for how the equity markets view the industry, specifically publicly traded participants. Growth rates, return on capital invested, visibility of earnings, and a host of other elements influence valuation.



One Year Education Stock Price Performance by Sector

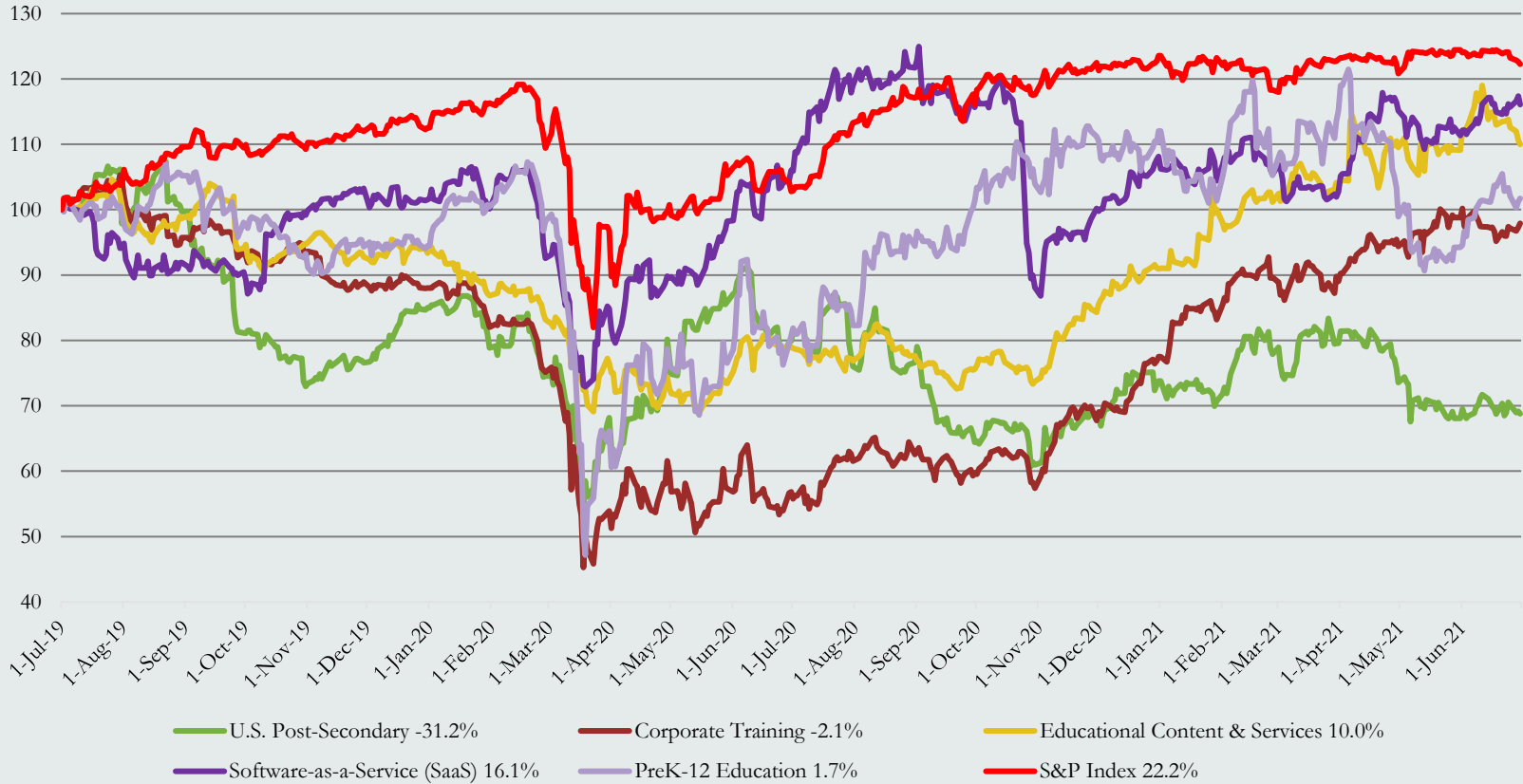
One Year Performance



Prices indexed to 100
 Weighted by market capitalization
 Sources: PitchBook and PVC

Two Year Education Stock Price Performance by Sector

Two Year Performance



Prices indexed to 100
 Weighted by market capitalization
 Sources: PitchBook and PVC

Education Public Company Valuation Data

Educational Content & Services

Company Name	Price (06/30/2021)	Enterprise Value (USD MM)	Market Cap (USD MM)	Revenue Growth 3 Year CAGR	EBITDA Margin	TTM TEV/Revenue	NTM TEV/Revenue	TTM TEV/EBITDA	NTM TEV/EBITDA	TTM Price/Earnings	NTM Price/Earnings
Barnes & Noble Education, Inc. (BNED)	\$7.21	\$817.3	\$370.5	(13.3%)	(8.6%)	0.6x	0.5x	NM	31.4x	NM	NM
Boxlight Corporation (BOXL)	\$2.41	\$176.3	\$136.9	44.2%	(15.3%)	2.1x	1.1x	210.4x	24.6x	NM	NM
Coursera, Inc. (COUR)	\$39.56	\$5,577.2	\$5,371.1	NM	(18.1%)	17.0x	14.7x	NM	NM	NM	NM
Educational Development Corporation (EDUC)	\$12.41	\$118.1	\$103.6	22.3%	9.5%	0.6x	NM	5.8x	NM	7.8x	NM
Houghton Mifflin Harcourt Company (HMHC)	\$11.04	\$2,015.2	\$1,406.6	(9.7%)	(7.2%)	2.0x	2.3x	12.3x	15.0x	NM	NM
John Wiley & Sons, Inc. (JW.A)	\$60.18	\$4,255.9	\$3,359.9	2.0%	8.5%	2.2x	2.1x	10.2x	9.8x	20.6x	20.5x
Pearson plc (PSO)	\$11.49	\$9,454.3	\$8,687.1	(9.0%)	21.0%	2.2x	2.0x	13.4x	11.1x	31.2x	24.9x
Scholastic Corporation (SCHL)	\$37.89	\$1,231.2	\$1,300.7	(10.2%)	(0.3%)	1.0x	NM	21.0x	NM	NM	NM
	Mean	\$2,955.7	\$2,592.0	3.7%	(1.3%)	3.5x	3.8x	45.5x	18.4x	19.9x	22.7x
	Median	\$1,623.2	\$1,353.7	(9.0%)	(3.7%)	2.1x	2.0x	12.8x	15.0x	20.6x	22.7x

Software-as-a-Service (SaaS)

Company Name	Price (06/30/2021)	Enterprise Value (USD MM)	Market Cap (USD MM)	Revenue Growth 3 Year CAGR	EBITDA Margin	TTM TEV/Revenue	NTM TEV/Revenue	TTM TEV/EBITDA	NTM TEV/EBITDA	TTM Price/Earnings	NTM Price/Earnings
2U, Inc. (TWOU)	\$41.67	\$2,984.9	\$3,100.4	38.3%	(9.1%)	3.6x	3.2x	87.5x	48.9x	NM	NM
Blackbaud, Inc. (BLKB)	\$76.57	\$4,284.1	\$3,738.1	4.0%	13.8%	4.7x	4.8x	18.7x	18.5x	24.6x	27.9x
Chegg, Inc. (CHGG)	\$83.11	\$11,725.1	\$11,796.2	38.2%	0.4%	16.5x	14.7x	50.4x	42.2x	54.0x	61.2x
Constellation Software, Inc. (CSU)	\$1,514.13	\$32,404.6	\$32,086.6	16.6%	22.3%	7.7x	6.4x	34.6x	21.2x	92.9x	34.9x
Cornerstone OnDemand, Inc. (CSOD)	\$51.58	\$4,447.9	\$3,414.6	16.7%	16.3%	5.6x	5.2x	17.6x	15.0x	22.9x	21.9x
Docubo, Inc. (DCBO)	\$59.16	\$1,720.8	\$1,934.3	NM	(18.7%)	24.2x	17.7x	NM	NM	NM	NM
Learning Technologies Group plc (LTG)	\$2.60	\$1,850.3	\$1,932.0	37.1%	32.9%	10.9x	7.6x	28.9x	24.0x	47.3x	37.4x
SAP SE (SAP)	\$141.42	\$174,436.0	\$166,820.8	5.0%	29.8%	5.5x	5.4x	15.4x	15.3x	20.4x	22.4x
Sylogist Ltd. (SYZ)	\$11.29	\$266.7	\$269.1	2.8%	43.3%	9.3x	6.8x	18.7x	13.7x	34.6x	29.8x
Tribal Group plc (IRB)	\$1.38	\$280.9	\$289.0	(4.9%)	18.0%	3.0x	2.6x	14.7x	13.0x	27.0x	22.2x
Tyler Technologies, Inc. (TYL)	\$452.37	\$17,733.2	\$18,429.0	9.6%	23.0%	15.6x	11.6x	52.4x	41.3x	79.4x	67.4x
	Mean	\$22,921.3	\$22,164.6	16.3%	15.6%	9.7x	7.8x	33.9x	25.3x	44.8x	36.1x
	Median	\$4,284.1	\$3,414.6	13.1%	18.0%	7.7x	6.4x	23.8x	19.8x	34.6x	29.8x

Data as of 6/30/2021. Sources: PitchBook and PVC
NM = Not Measurable

Education Public Company Valuation Data

U.S. Post-Secondary

Company Name	Price (06/30/2021)	Enterprise Value (USD MM)	Market Cap (USD MM)	Revenue Growth 3 Year CAGR	EBITDA Margin	TTM TEV/Revenue	NTM TEV/Revenue	TTM TEV/EBITDA	NTM TEV/EBITDA	TTM Price/Earnings	NTM Price/Earnings
Adtalem Global Education, Inc. (ATGE)	\$35.64	\$2,545.2	\$1,761.5	(1.0%)	26.0%	2.3x	2.1x	7.8x	9.8x	12.5x	10.6x
American Public Education, Inc. (APEI)	\$28.34	\$218.3	\$218.1	4.0%	13.4%	0.7x	0.7x	4.1x	4.5x	14.3x	25.0x
Aspen Group, Inc. (ASPU)	\$6.52	\$164.8	\$162.7	48.8%	(6.8%)	2.6x	1.9x	82.5x	20.7x	NM	NM
Grand Canyon Education, Inc. (LOPE)	\$89.97	\$4,069.4	\$4,169.6	(5.0%)	36.4%	4.7x	4.4x	12.4x	11.7x	15.6x	14.5x
Laureate Education, Inc. (LAUR)	\$14.51	\$3,695.0	\$2,840.4	(25.2%)	(31.1%)	2.4x	3.6x	9.0x	19.6x	9.3x	NM
Lincoln Educational Services Corporation (LINC)	\$7.78	\$270.9	\$209.3	5.2%	9.8%	0.9x	0.8x	8.7x	7.3x	4.5x	13.9x
Perdoceo Education (PRDO)	\$12.27	\$467.4	\$864.3	6.3%	21.5%	0.7x	0.7x	2.2x	2.8x	7.7x	7.7x
Strategic Education, Inc. (STRA)	\$76.06	\$1,957.9	\$1,875.0	32.1%	19.0%	1.9x	1.7x	7.4x	7.6x	12.3x	14.1x
Universal Technical Institute, Inc. (UTI)	\$6.49	\$294.2	\$213.0	(3.8%)	10.4%	1.0x	0.7x	37.0x	6.0x	NM	14.1x
Zovio, Inc. (ZVO)	\$2.59	\$81.9	\$86.3	(6.8%)	(15.4%)	0.2x	0.3x	0.9x	237.8x	0.9x	NM
Mean		\$1,376.5	\$1,271.1	5.5%	8.3%	1.7x	1.7x	17.2x	32.8x	9.6x	14.3x
Median		\$380.8	\$696.7	1.5%	11.9%	1.4x	1.3x	8.2x	8.7x	10.8x	14.1x

Corporate Training

Company Name	Price (06/30/2021)	Enterprise Value (USD MM)	Market Cap (USD MM)	Revenue Growth 3 Year CAGR	EBITDA Margin	TTM TEV/Revenue	NTM TEV/Revenue	TTM TEV/EBITDA	NTM TEV/EBITDA	TTM Price/Earnings	NTM Price/Earnings
Franklin Covey Company (FC)	\$32.35	\$456.6	\$457.6	(2.6%)	9.0%	2.2x	2.0x	17.4x	15.2x	26.5x	70.3x
GP Strategies Corporation (GPX)	\$15.72	\$283.2	\$274.2	(3.5%)	4.8%	0.6x	0.6x	7.3x	7.0x	18.6x	15.0x
Graham Holdings Company (GHC)	\$633.90	\$3,144.3	\$3,170.5	2.4%	33.0%	1.1x	1.0x	6.1x	NM	21.7x	15.2x
HealthStream, Inc. (HSTM)	\$27.94	\$853.3	\$881.6	4.2%	17.8%	3.5x	3.4x	18.0x	19.8x	81.1x	2794.0x
NV5 Global, Inc. (NVEE)	\$94.51	\$1,526.8	\$1,434.4	21.2%	13.8%	2.4x	2.2x	14.5x	13.2x	35.8x	22.9x
Mean		\$1,252.8	\$1,243.7	4.3%	15.7%	2.0x	1.8x	12.6x	13.8x	36.7x	583.5x
Median		\$853.3	\$881.6	2.4%	13.8%	2.2x	2.0x	14.5x	14.2x	26.5x	22.9x

Pre K-12 Education

Company Name	Price (06/30/2021)	Enterprise Value (USD MM)	Market Cap (USD MM)	Revenue Growth 3 Year CAGR	EBITDA Margin	TTM TEV/Revenue	NTM TEV/Revenue	TTM TEV/EBITDA	NTM TEV/EBITDA	TTM Price/Earnings	NTM Price/Earnings
Bright Horizons Family Solutions (BFAM)	\$147.11	\$10,376.8	\$8,978.1	(7.7%)	9.6%	7.4x	5.7x	54.8x	36.5x	140.1x	63.4x
Stride Inc. (LRN)	\$32.13	\$1,474.1	\$1,334.7	16.3%	11.9%	1.0x	1.0x	6.6x	6.1x	14.3x	23.5x
Mean		\$5,925.5	\$5,156.4	4.3%	10.8%	4.2x	3.3x	30.7x	21.3x	77.2x	43.4x
Median		\$5,925.5	\$5,156.4	4.3%	10.8%	4.2x	3.3x	30.7x	21.3x	77.2x	43.4x

Data as of 6/30/2021. Sources: PitchBook and PVC
 NM = Not Measurable

For more information, please visit www.parchmanvaughan.com