

全球 IT 服务提供商





IT

信息技术服务，重点是增值服务（软件开发、信息技术支持、管理服务）。

公司是一家历史悠久的全球 IT

服务提供商，拥有多元化的客户组合，主要服务于拉丁美洲的跨国公司。

它在将客户从基本的人员配置模式过渡到更高价值的服务方面有着良好的记录。

公司的与众不同之处在于完全遵守所有运营辖区的劳动和税收法规，在可靠性和降低运营风险的基础上建立长期的客户关系。

市场定位

公司在竞争激烈的技术服务市场开展业务，尤其是在拉丁美洲。

在与非正规运营商的竞争中，非正规运营商可能会因为不合规而降低成本，而公司则通过提供完全合规、运营安全和高质量标准来保持强有力的竞争地位。

其定价策略兼顾了竞争力和合规近岸交付模式的价值。

亮点

- 作为值得信赖的 IT 服务提供商，拥有 30 年的良好记录
- 在拉丁美洲、美国和西班牙开展广泛的国际业务。
- 阿根廷和墨西哥办事处
- 为企业客户服务的可扩展交付模式
- 正在进行全面出售，以支持下一个发展阶段

提供的服务

- 质量保证：全方位的手动和自动测试服务
- 软件开发：数字化转型的定制解决方案
- 技术支持：端到端基础设施和用户支持服务
- 人才招聘：专业 IT 团队扩充

增长战略

- 地域扩张：
利用现有的客户关系推动新市场的增长，特别是西班牙，并通过直接投资和战略合作伙伴关系进一步发展其他拉美国家（巴西、智利、美国、乌拉圭、哥伦比亚、秘鲁）。
- 交叉销售：向现有客户提供更多服务。

TARGET PRICE

\$ 8,250,000

GROSS REVENUE

\$ 10,300,000

EBITDA

\$ 0

BUSINESS TYPE

服务

COUNTRY

阿根廷

BUSINESS ID

L#20250955

- 优化利润率：
通过重新谈判合同、随着收入的增加吸收固定成本以及交付能力的地域多样化，
不断努力提高利润率。

财务概要（预测）

- 总收入：预计将从 2024 年的 1030 万美元增长到 2029 年的 3480 万美元。
- 收入集中地：阿根廷、西班牙、墨西哥、其他拉美地区。
- 毛利率：预计将稳定在 27-28% 左右。
- EBITDA：预计将从 2024 年的 7.2% 大幅增至 2029 年的 13.5%，反映出运营规模、合同优化和欧洲扩张。预计从 2027 年起，西班牙业务的息税折旧摊销前利润（EBITDA）将转为正值。

The information contained herein does not constitute an offer to sell or a solicitation of an offer or a recommendation to purchase securities under the securities laws of any jurisdiction, including the United States Securities Act of 1933, as amended, or any US state securities laws, or a solicitation to enter into any other transaction

The projected financial information contained in the Memorandum is based on judgmental estimates and assumptions made by the management of the target Company, about circumstances and events that have not yet taken place. Accordingly, there can be no assurance that the projected results will be attained. In particular, but without prejudice to the generality of the foregoing, no representation or warranty whatsoever is given in relation to the reasonableness or achievability of the projections contained in the Memorandum or in relation to the bases and assumptions underlying such projections and you must satisfy yourself in relation to the reasonableness, achievability and accuracy thereof.

By delivering this Memorandum, neither MergersUS Inc., nor its authorized agents are making any recommendations regarding the acquisition or strategies outlined herein. Interested parties shall exercise independent judgment in, and have sole responsibility for, determining whether an acquisition of the Company is suitable for them, and neither MergersUS Inc, nor its authorized agents have responsibility to, and will not, monitor the condition of interested parties to determine that an acquisition is or remains suitable for them. Among other things, suitability of an acquisition will depend upon an interested party's investment and business plans and financial situation.

This document is prepared for information purposes only. It is made available on the express understanding that it will be used for the sole purpose of assisting the recipients to decide whether they wish to proceed with a further investigation of the Proposed Transaction.

The recipients realize and agree that this document is not intended to form the basis of any investment decision or any other appraisal or decision regarding the Proposed Transaction, and does not constitute the basis for the contract which may be concluded in relation to the Proposed Transaction.

All information contained in this document may subsequently be updated and adjusted. MergersUS Inc. has not independently verified any of the information contained herein or on which this document is based. Neither the Company, nor its management or shareholders, nor MergersUS Inc. , nor any of their respective directors, partners, officers, employees or affiliates make any representation or warranty (express or implied) or accept or will accept any responsibility or liability regarding or in relation to the accuracy or completeness of the information contained in this document or any other written or oral information made available to any interested party or its advisers. Any liability in respect of any such information or any inaccuracy in or omission from the document is expressly disclaimed.

www.mergerscorp.com



© 2024 MergersCorp M&A International. All rights reserved.

© 2024 MergersCorp M&A International. MergersCorp™ M&A International is the collective brand name of independent affiliates of MergersCorp M&A International. For more details on the nature of our affiliation, please visit us on our website <https://www.mergerscorp.com/disclaimer>. MergersCorp M&A International is not a registered broker-dealer under the U.S. securities laws. MergersCorp M&A International does not offer or sell securities or provide investment advice or underwriting services. The articles or publications contained in this presentation are not intended to provide specific business or investment advice. The author or MergersCorp M&A International shall not be liable for any errors or omissions, or for any loss suffered by any person or organization acting or refraining from acting as a result of the content of this website. It is recommended that specific independent advice be sought before making any business or investment decision.



WWW.MERGERSCORP.COM