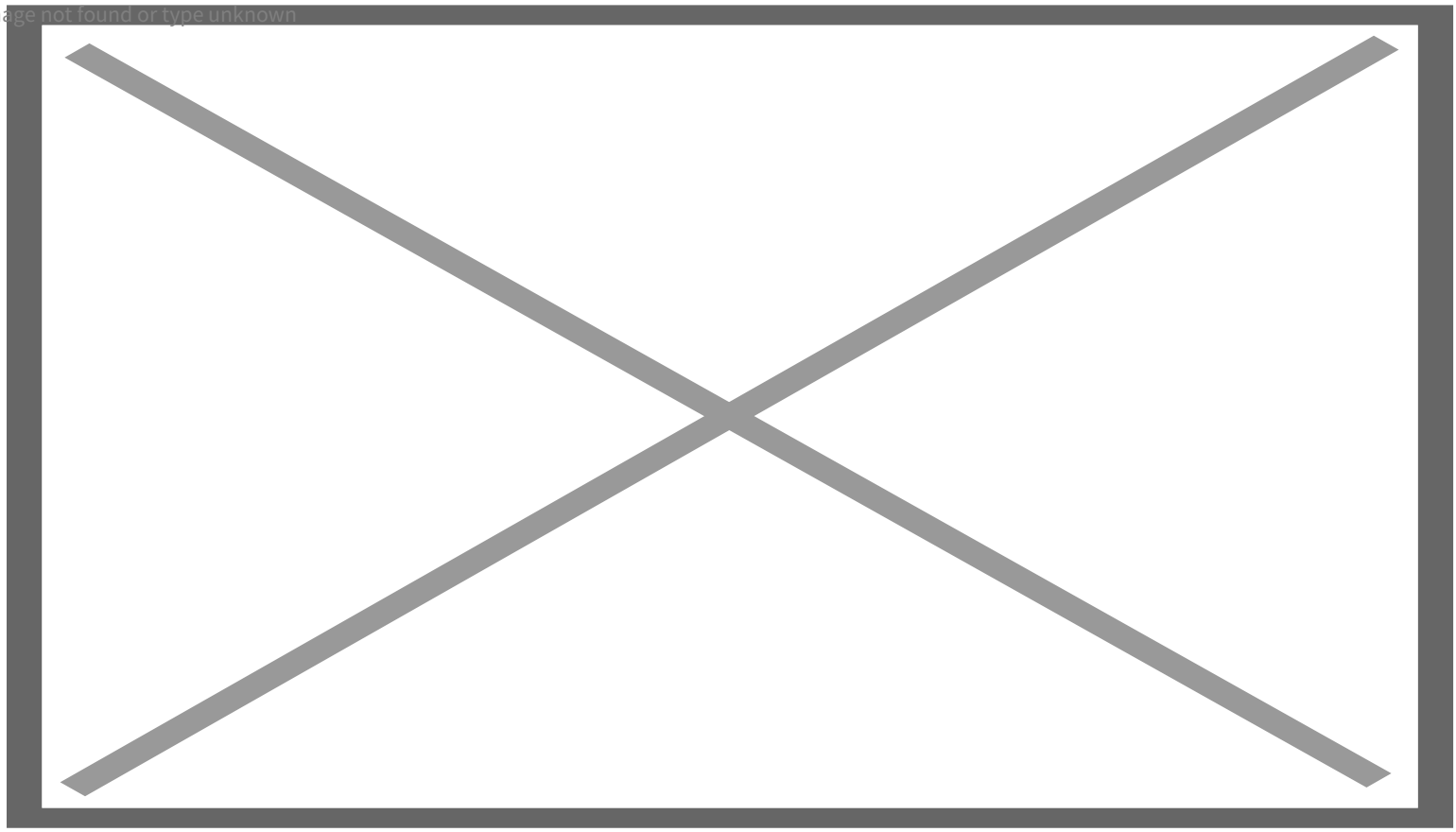
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拉丁美洲对话式人工智能

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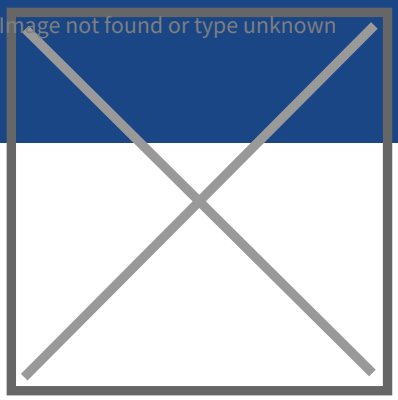


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MERGERSCORP



TARGET PRICE

$ 15,000,000

GROSS REVENUE

$ 9,500,000

EBITDA

$ 3,420,000

BUSINESS TYPE

互联网企业

COUNTRY

阿根廷

BUSINESS ID

L#20261095

一家由创始人领导、发展迅猛的对话式人工智能和企业协调平台，为拉丁美洲部分最大型企业提供服务。

该公司帮助企业利用现有的客户关系管理（CRM）和联络中心基础设施，在数字渠道、AI客服和人工团队之间无缝协调客户互动，从而无需进行昂贵的系统更换。

自成立以来，该公司一直保持盈利，已发展成为电信、金融服务、医疗保健、公用事业和零售等行业值得信赖的技术合作伙伴，为整个地区的关键客户互动运营提供支持。

投资亮点

在高增长行业中占据市场领先地位

该公司业务处于对话式人工智能与云联络中心市场的交汇点，这两个市场都受益于强劲的数字化转型趋势。 鉴于 WhatsApp 在拉丁美洲主要市场的渗透率已超过90%，且对话式电商发展势头迅猛，该公司已占据战略优势，能够充分把握企业对人工智能驱动的客户互动解决方案日益增长的需求。

高重复性收入模式

该公司2025年的营收约为950万美元，其中98%为经常性收入，这表明其营收具有出色的可预测性和韧性。 强劲的客户留存指标包括98%的总收入留存率（GRR）和109%的净收入留存率（NRR），这既体现了客户满意度，也表明存在可观的交叉销售机会。

诱人的盈利能力和单位经济效益

该业务表现出了业界领先的财务业绩，EBITDA利润率达36%，预计到2030年将扩大至41%。 高效的客户获取和强劲的客户终身价值，造就了高达12倍的LTV/CAC比率，从而支撑了可持续且盈利的增长。

深厚的企业关系

该公司为遍布15个以上国家的176家企业客户提供服务，每月处理超过4000万次对话。该公司与蓝筹企业建立的长期合作关系，不仅构成了显著的市场准入壁垒，也为未来的业务扩张奠定了坚实基础。

专有的部署与集成专业知识

尽管人工智能技术在不断发展，但如何成功地在企业中部署这些技术仍然是一项关键挑战。

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AT 40TH WALL STREET, SUITE #2725, NEW YORK, NEW YORK 10005, UNITED STATES OF AMERICA

在超过16年的运营过程中，公司积累了将人工智能解决方案与复杂的企业环境、遗留系统及监管框架相整合的丰富专业经验，从而形成了难以复制的持久竞争优势。

战略合作伙伴生态系统

作为拉丁美洲地区经认证的 Meta 商业解决方案提供商和 WhatsApp 语音测试版合作伙伴，该公司享有优先访问该地区最重要的对话式商务渠道的权利，该渠道目前约占对话式商务互动总量的 72%。

增长动力

预计公司下一阶段的增长将由以下因素推动：

- 在现有企业客户群中推广通用人工智能（GenAI）解决方案
- 进一步实现垂直领域专用AI方案的商业化
- 在拉丁美洲各地的业务拓展
- 自主人工智能代理和工作流自动化的应用日益广泛
- 高利润率的专业服务和实施服务的增长

交易概述

股东们正在评估各项战略方案，包括出售少数股权或多数股权，以支持公司的持续扩张，并把握快速增长的企业级人工智能市场的机遇。
此次交易使投资者能够投资于一个由创始人领导、盈利能力强且具有稳定经常性收入的软件平台，该平台不仅具备经过验证的可扩展性，还深度布局于拉丁美洲企业技术领域中增长最快的细分市场之一。

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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.

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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.

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