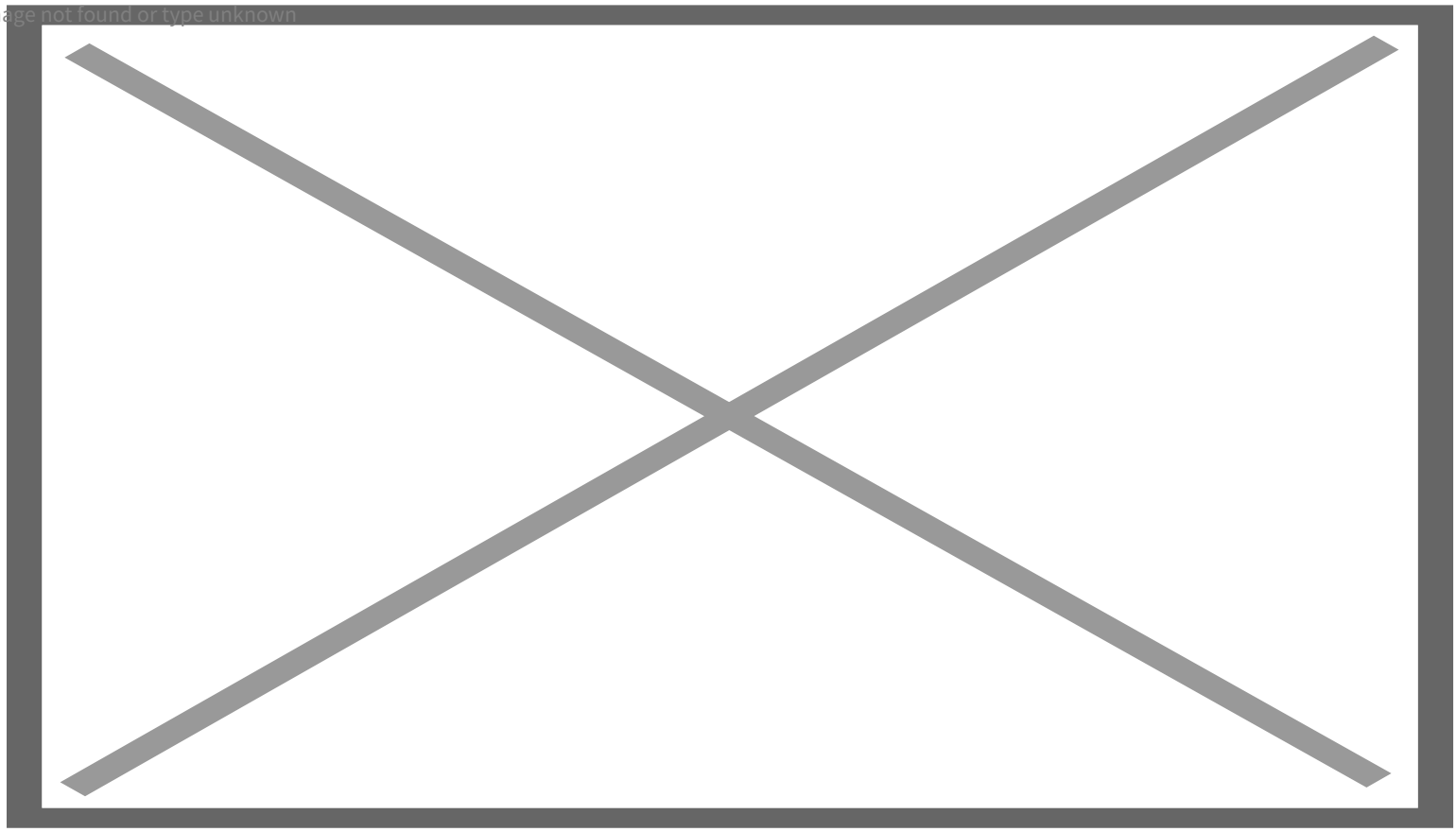
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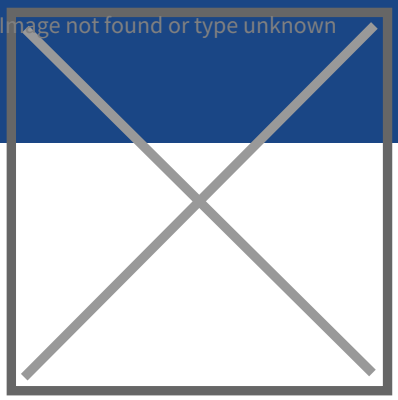
服务于拉丁美洲的领先薪

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MERGERSCORP
The Leader In Business Sales Mergers & Acquisitions



SaaS

该项目为投资者提供了一个绝佳机会，可投资于一个快速增长的、基于云端的薪资与人力资源管理（HCM）软件平台，该平台面向拉丁美洲各地的中小企业提供服务。该公司已确立了其作为关键任务型薪资和人力资源解决方案值得信赖的提供商的地位，不仅实现了高比例的经常性收入和卓越的客户留存率，还为区域扩张铺就了清晰的发展路径。

公司概况

该公司提供了一个全面的云原生薪资与人力资源管理（HCM）平台，包含12个以上的集成模块，旨在优化劳动力管理、薪资管理、合规性及人力资源运营。除了核心软件产品外，该公司还提供外包薪资服务和基于区块链的电子签名解决方案，从而为客户打造了多样化且具有粘性的价值主张。

该公司总部位于阿根廷，为该地区380多家活跃客户提供服务，并拥有约65名专业人员，致力于产品开发、客户成功和业务增长。

投资亮点

- 由SaaS订阅支持的高质量经常性收入模式，预计2025年将产生约230万美元的ARR，2026年ARR预计将达到320万美元。
- 收入增长势头强劲，年经常性收入（ARR）同比增长约35%，这主要得益于新客户的获取以及现有客户群的业务拓展。
- 卓越的客户留存指标，包括98%的总收入留存率（GRR）和107%的净收入留存率（NRR），这充分证明了该平台对业务至关重要，同时也彰显了增值销售举措的成功。
- SaaS 商业模式极具吸引力，毛利率达82.5%，随着业务规模的扩大，将带来显著的经营杠杆效应。
- 拥有超过380家活跃的中小企业客户，客户结构多元化，客户集中度风险较低。
- 巨大的未被充分满足的市场机遇，目标客户是拉丁美洲数百万家中小企业，这些企业至今仍依赖分散且手动操作的薪资和人力资源流程。
- 经过验证的产品平台，包含超过12个模块，并拥有完善的创新路线图，涵盖先进的工作流自动化、按需支付功能、嵌入式金融服务以及数字化员工参与工具。
- 制定明确的区域扩张战略，利用可扩展的云基础设施和不断壮大的合作伙伴生态系统，推动业务增长从阿

TARGET PRICE

$ 8,500,000

GROSS REVENUE

$ 2,300,000

EBITDA

$ 0

BUSINESS TYPE

软件和 SAAS

COUNTRY

阿根廷

BUSINESS ID

ID#20261090

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

根廷向更广阔的拉丁美洲市场拓展。

战略依据

“银色计划”在数字化转型、劳动力管理和金融科技的交汇点上占据了得天独厚的优势。

该公司凭借强劲的经常性收入、出色的客户留存率、可扩展的SaaS平台以及巨大的地域扩张空间而受益。

随着拉丁美洲地区对自动化薪资核算、合规及人力资本解决方案的需求日益增长，“银色计划”为该地区增长最快的人力资源技术细分领域之一提供了极具吸引力的平台收购或增长投资机会。

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