

フィンテックとITサービス





IT

コスタリカで大きな成功を収めている補完的なテクノロジー企業2社が買収の可能性がある。合計82人の従業員を擁するこれらの企業は、各分野のリーダーである：

1. A社：電子決済と金融テクノロジー・ソリューションに特化した一流フィンテック企業
2. B社技術リソースのコンサルティングとアウトソーシングを提供する老舗ITサービス・プロバイダー。

ハイライト

- 市場でのリーダーシップ
両社は、金融機関や政府機関を中心に50社以上の顧客にサービスを提供し、各分野のリーダーとして認められている。
- 補完的なサービス
フィンテック・ソリューション、ITコンサルティング、アウトソーシングをカバーする相乗的なサービスの提供
- 一貫した成長：3年間の売上高年平均成長率18.4%（2022年～2024年）
- 多様な顧客ベース：銀行、協同組合、年金基金、信用組合、政府機関を含む
- 経験豊富な経営陣：数十年の業界経験を持つ2人のベテラン起業家が率いる

製品・サービスポートフォリオ

A社（フィンテック）

- 電子決済ソリューション
- オムニチャネル・デジタル・バンキング・プラットフォーム
- デジタル文書管理と認証システム

B社（ITサービス）

- ITアウトソーシング（マイクロソフトとオラクルのテクノロジー）
- ERP、CRM、勘定系システム、自治体システムのコンサルティング・サービス
- 専門的な地方税管理ソリューション

投資の理由

1. 市場機会

コスタリカ国内外におけるフィンテックおよびITサービスに対する需要の高まりに対応する。

TARGET PRICE

\$ 20,000,000

GROSS REVENUE

\$ 10,700,000

EBITDA

\$ 1,960,000

BUSINESS TYPE

サービス

COUNTRY

コスタリカ

BUSINESS ID

L#20250868

2. スケーラブルなビジネスモデル：新しい市場やサービス提供への拡大の可能性
3. 強力な顧客との関係大手金融機関との長年にわたるパートナーシップ
4. 革新的なテクノロジー：継続的な研究開発投資による独自のソリューション
5. 有能な労働力業界に精通した82名の熟練チーム

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