

Plate-forme SAAS de fiscalisation leader sur le marché



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L'entreprise est l'un des principaux fournisseurs de solutions logicielles de fiscalisation et de caisses enregistreuses numériques. Elle opère dans un environnement réglementé qui impose la déclaration des transactions aux systèmes gouvernementaux. Depuis son lancement, l'entreprise a mis en place une plateforme évolutive et performante au service de multiples secteurs, notamment la vente au détail, l'hôtellerie, les transports et les entreprises. L'entreprise bénéficie d'un rôle essentiel dans l'infrastructure de paiement, ce qui garantit une forte fidélisation de la clientèle et des revenus récurrents.

Faits marquants de l'investissement

- Position de leader sur le marché dans un segment réglementé de la fiscalité
- ~58 000 unités actives installées avec une forte dynamique de croissance
- Visibilité des revenus récurrents élevés en raison des exigences de conformité
- Écosystème intégré de logiciels, de services en nuage et de services transactionnels
- Coûts de changement élevés et forte dépendance à l'égard des clients
- Intégrations stratégiques avec les institutions financières et les infrastructures de paiement
- Modèle SaaS + transactionnel évolutif et éprouvé

Opportunité de marché

- Marché total adressable : ~230 000+ unités
- Le passage structurel du matériel aux solutions logicielles est en cours
- Expansion dans de nouveaux secteurs verticaux :
 - Services de transport
 - Distribution automatique
 - Écosystèmes des terminaux bancaires
- Les vents contraires de la réglementation garantissent une demande et une adoption à long terme

Produits et plateforme

La société offre un écosystème de fiscalisation complet, comprenant

- Solutions de caisse basées sur un logiciel (multiplateforme)
- Système de traitement des transactions à forte charge
- Services de fiscalisation basés sur l'informatique en nuage
- Outils de gestion d'entrepôt et d'inventaire
- Intégration d'API avec des systèmes tiers
- Connecteurs de paiement et de banque
- Outils d'analyse de données et de reporting

Le pipeline comprend une plateforme de facturation et de gestion des transactions de nouvelle génération

Stratégie de croissance

- Extension de la base installée à plus de 70 000 unités (à court terme)

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TARGET PRICE

\$ 4,900,000

GROSS REVENUE

\$ 4,200,000

EBITDA

\$ 1,000,000

BUSINESS TYPE

Logiciels et SAAS

COUNTRY

Bélarus

BUSINESS ID

L#20261054

- Lancement de solutions verticales spécifiques
- Intégrations croissantes avec les fournisseurs de services bancaires et de paiement
- Extension du réseau de partenaires et de distribution
- Monétisation des services en nuage et à valeur ajoutée

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