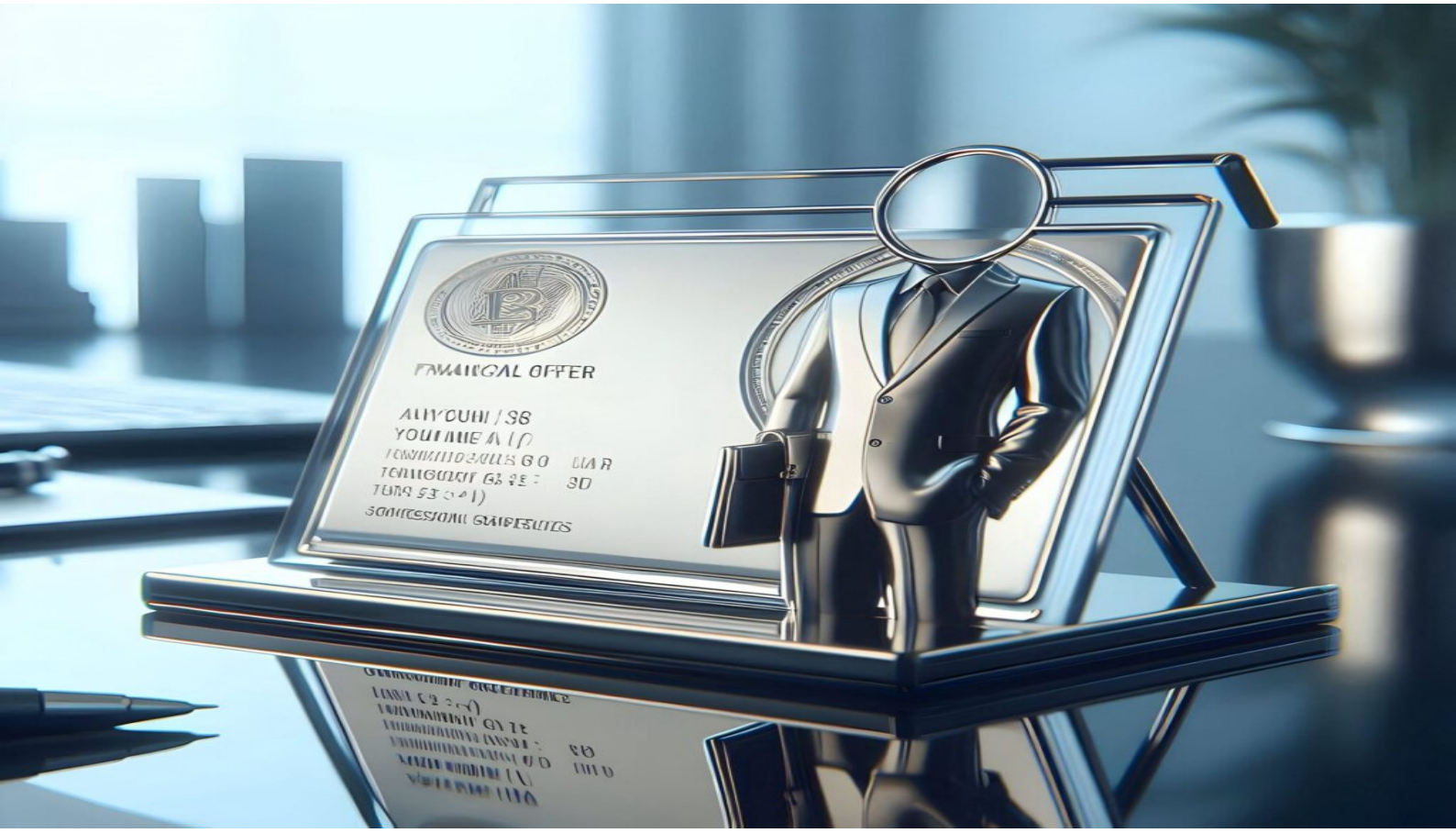
Empresa líder en servicios financieros con licencia



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Empresa líder en servicios financieros con licencia

Una empresa de servicios monetarios (MSB) de Malasia, rentable y con todas las licencias necesarias, con presencia en todo el país y una sólida posición en el mercado.

La empresa gestiona una de las redes de remesas físicas y cambio de divisas más grandes de Malasia, lo que le permite ofrecer acceso inmediato a un mercado de servicios financieros muy regulado y en rápido crecimiento.

Aspectos más destacados

- **Plataforma MSB** con **todas las licencias necesarias** y autorizaciones tanto para **actividades de envío de dinero como de cambio de divisas**
- **Entrada inmediata** en **el mercado** de Malasia, sin tener que pasar por el típico **proceso de obtención de licencias de entre 24 y 48 meses**
- Amplia red de unas **100 sucursales en todo el país**
- Una cartera de clientes consolidada de **entre 100 000 y 150 000 clientes sin cita previa al mes**
- Sólida presencia en las principales rutas de remesas de Asia, como **Indonesia, Filipinas, Bangladés, Nepal, India y China**
- Una plantilla con experiencia de unos **400 empleados**
- Una plataforma muy escalable que ofrece importantes oportunidades de transformación digital

Sólidos resultados financieros

La empresa ha demostrado una rentabilidad constante y unos volúmenes de transacciones cada vez mayores. Se espera que los ingresos del ejercicio fiscal 2025 alcancen aproximadamente **40 millones de RM (unos 8,5 millones de USD)**, lo que refleja el modelo de negocio resistente de la empresa y su sólido posicionamiento en el mercado, respaldados por un crecimiento sostenido de las transacciones y unas operaciones con altos márgenes.

Fundamento estratégico

El Proyecto Júpiter ofrece a las entidades adquirentes:

- Una plataforma lista para usar, regulada y con capacidad operativa inmediata
- Una amplia red de distribución física que se puede aprovechar para la venta cruzada de productos financieros adicionales
- La digitalización ofrece un gran potencial de crecimiento, ya que **actualmente** solo **el 5 % de las transacciones se tramitan por Internet**
- Acceso a corredores de remesas atractivos y con un gran potencial de crecimiento en el sudeste y el sur de Asia
- Relaciones bancarias consolidadas, infraestructura de cumplimiento normativo y sistemas operativos

Adquirentes ideales

Esta oportunidad resulta especialmente atractiva para:

- Empresas de pagos regionales e internacionales

PRECIO OBJETIVO
$15,000,000

INGRESOS BRUTOS
$8,100,000

EBITDA
$3,200,000

MÚLTIPLO DE INGRESOS
1.85x

MÚLTIPLO EBITDA
4.69x

TIPO DE NEGOCIO
Servicios Financieros

PAÍS
Malasia

ID DEL ANUNCIO
L#20261097

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- Empresas de transferencias de dinero
- Plataformas fintech que buscan ampliar su ámbito regulatorio
- Bancos e instituciones financieras
- Grupos de servicios financieros minoristas
- Inversores estratégicos que buscan participar en el creciente ecosistema de pagos del sudeste asiático

Oportunidad de inversión

Adquiere una empresa de servicios monetarios malasia rentable, con todas las licencias necesarias y escalable, con presencia en todo el país, unos sólidos resultados financieros y un importante potencial de crecimiento digital, al tiempo que te aseguras acceso inmediato a uno de los mercados de servicios financieros más atractivos del sudeste asiático.

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