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Plataforma de infraestructura de pagos transfronterizos de alta calidad y negocio de proveedores de servicios de activos virtuales (VASP)

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TARGET PRICE
$ 8,500,000

GROSS REVENUE
$ 1,417,809

EBITDA
$ 615,283

BUSINESS TYPE
Fintech

COUNTRY
Brasil

BUSINESS ID
L#20261083

La empresa objetivo es una plataforma especializada en infraestructuras de pago muy rentable, diseñada para eliminar las dificultades en las transacciones transfronterizas. Conecta a la perfección los mecanismos de cobro locales (incluidas las transferencias instantáneas PIX de Brasil), los activos digitales y las redes bancarias globales como SWIFT y SEPA. La plataforma ofrece a los clientes funciones de liquidación de alto margen y de nivel empresarial sin que sea necesario tener conocimientos técnicos previos ni experiencia en blockchain.

- **Sede:** São Paulo, Brasil

- **Dirección:** Cofundada y dirigida por un director general y un director de operaciones con amplia experiencia

Factores estratégicos de valor y ventaja competitiva

- **Ventaja normativa (VASP/PSAV):** La empresa está trabajando activamente para obtener la licencia oficial de proveedor de servicios de activos virtuales (VASP) del Banco Central de Brasil. Como actor activo, cumple los requisitos para la continuidad operativa provisional. Esto permite al comprador evitar los retrasos habituales de dos años en la concesión de la licencia antes de que se cierre el plazo exclusivo de solicitud el **30 de octubre de 2026**.

- **Sectores objetivo de alto crecimiento:** La plataforma cuenta con una infraestructura de API lista para usar que permite realizar pagos a nivel mundial en más de 160 países, gestionar ingresos locales en BRL para plataformas de intercambio de criptomonedas y comercio electrónico extranjeras, aceptar pagos internacionales a través de PIX para el turismo global, y ofrecer un procesamiento de alta velocidad para los sectores del iGaming y el entretenimiento digital.

- **Valoración certificada de activos:** Los activos de software principales (Plataforma y Administración) cuentan con una valoración certificada independiente de **3.271.412,04 BRL,** realizada según las normas CPC 04 y NBC TG 04.

- **Un apalancamiento operativo sin igual:** la externalización estratégica de la ingeniería permite mantener unos gastos operativos fijos bajos, mientras que la empresa conserva el 100 % de la propiedad intelectual, el código fuente y el control de la infraestructura en la nube.

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- **Sin deuda:** Se ha financiado íntegramente con los flujos de caja operativos, sin depender en absoluto del capital riesgo externo ni del apalancamiento bancario.

La empresa ha registrado un crecimiento espectacular de sus ingresos y una rentabilidad cada vez mayor, y ha logrado un modelo financiero totalmente autosuficiente para 2025.

Resumen de resultados financieros (USD)

Métrico (USD)	Ejercicio fiscal 2024	Ejercicio fiscal 2025	1.º trimestre de 2026
Ingresos brutos	227 241 dólares	1 417 609 dólares	204 873 dólares
Ingresos netos	201 676 dólares	1 258 127 dólares	193 412 dólares
Beneficio bruto	79 452 dólares	615 283 dólares	124 272 dólares
Margen bruto	39.4%	48.9%	**64.3%**
EBITDA	-6.358 dólares	528 633 dólares	92 991 dólares
Beneficio neto	-6.358 dólares	410 025 dólares	71 836 dólares
Margen neto	-2.8%	28.9%	**35.1%**

Nota operativa: Con este tipo de cambio, el gasto neto mensual negativo de la empresa en el primer trimestre de 2026 es de aproximadamente -23 668 dólares al mes, lo que pone de relieve su eficiencia operativa totalmente autosuficiente y con altos márgenes.

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