

20 jaar oud  
toonaangevend  
nationaal platform voor  
cyberbeveiliging en  
managed services



**MERGERSCORP**



<b>Inkomsten (USD-equivalent)</b>	~ \$29M	~ \$33M	~ \$38M	~ \$44M
<b>Inkomsten CAGR</b>	—	—	—	<b>~ 15%</b>
<b>Pure diensten GM %</b>	35-40%	35-40%	36-41%	37-42%
<b>Adj. EBITDA marge %</b>	6.9%	7.8%	7.0%	7.5%
<b>Terugkerende omzet %</b>	42%	50%	55%	60%

**Strategische opmerking:** De gemengde brutomarge (~13-14%) is inclusief de doorberekening van hardware en software. De core services engine levert hoogwaardige marges die zijn afgestemd op de beste IT-benchmarks in India.

## Marktcontext & strategische waarde

- **Staatwinden in de markt:** De Indiase cyberbeveiligingsmarkt zal **tegen 2025** naar verwachting **3,5-4 miljard dollar** bereiken, met een groei van **18-20% CAGR**.
- **Groeidrijvers:** Aangewakkerd door de overstap naar de cloud, regelgevende mandaten (CERT-In) en toenemende blootstelling aan digitale bedreigingen.
- **Anorganische kansen:** Aanzienlijk "Buy-and-Build"-potentieel in een sterk gefragmenteerde regionale markt.
- **Exit-traject:** Duidelijk traject van 3-4 jaar in de richting van een strategische exit of beursgang onder leiding van een sponsor.

## Transactie Overzicht

- **De deal:** Verkoop van een **meerderheidsbelang** aan een wereldwijde strategische of financiële partner.
- **Continuïteit:** De aandeelhouders van de oprichters blijven na de sluiting van de onderneming met een **aanzienlijke kapitaaloverdracht** om de continuïteit van het leiderschap te waarborgen en de internationale groei te versnellen.

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