

EX-610

FOUNDED 1997

A spin-off from Apple Computer in 1997, the Company provides content brand language identity, localization outsourcing and staffing solutions. The Company leverages Artificial Intelligence and natural speech solutions to provide multi-lingual localization, translation and outsourcing solutions globally. In concert with more than 1,000 partners and freelancers around the world, the Company has more than 150 employees in 11 countries.

With Apple as its primary client, the Company has a stable of more than 50 clients that include Airbnb, Amazon, and Scania AB. The business relationship with Apple has constantly grown over the last 22 years, becoming Apple's main partner for localization with a strong connection to their processes and tools. The Company was the lead for Apple Products (Siri) in 50 global markets.

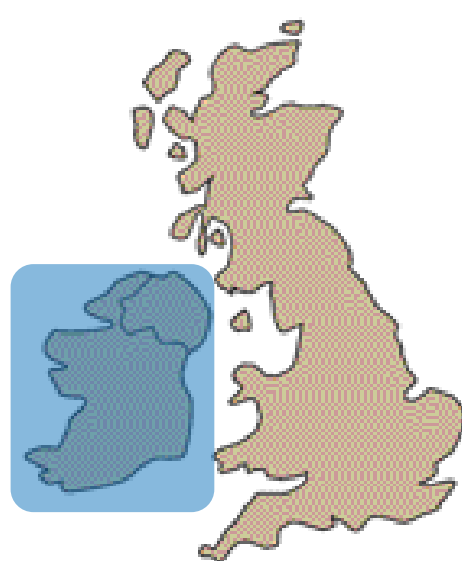
The Company also provides content brand language identity, outsourcing and staffing solutions. During the last 12 years, the Company has grown from €5 million Euro (\$5.6M USD) revenue in 2007, to €14.4m Euro (\$16.9M USD) in 2019, with a profitable EBITDA and an excellent days sales outstanding (DSO) of less than 30 days.

The founder is no longer involved on a daily basis, and plans to completely exit the business. The remaining leadership team is positioned for future growth.

COMPANY OBJECTIVE



Company Sale



HEADQUARTERS

IRELAND



OF EMPLOYEES

158

Accounting/Finance	06	
Administration	01	
IT & Software Dev	04	
Management	06	
Professional Services	139	



PRODUCTS AND SERVICES

Primary Services:

- Internationalization & Localization
- Content Creation
- Hire & Train Professionals
- Software tests
- Audio Collection & Transcription

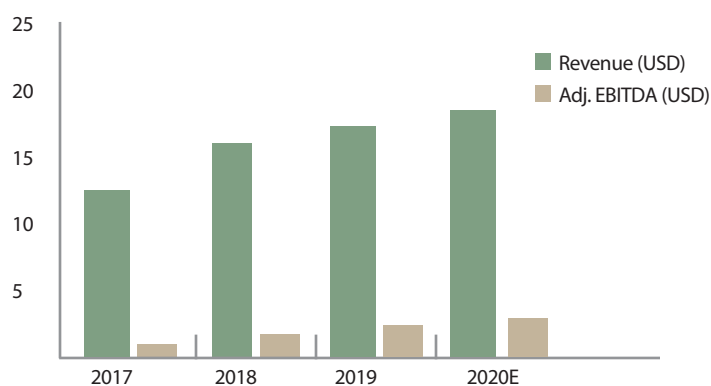
Secondary Services:

- Client partnering & business solutions
- Real time translation



FINANCIALS

2017-2020E



Description (\$M)	2017	2018	2019	2020E
Revenue	\$14.5	\$16.8	\$18.9	\$16.9
Cost of Sales	\$6.9	\$7.7	\$9.3	\$7.5
Total Operating Costs	\$6.2	\$6.5	\$6.9	\$6.3
Adj. EBITDA	\$2.0	\$3.3	\$3.4	\$3.8

INVESTMENT CONSIDERATIONS

- 1. Profitability:** The Company consistently posts strong profitability with enviable days sales outstanding (DSO) performance. With more aggressive direct marketing and sales efforts to attain new technology companies seeking multi-lingual AI services, future sales growth is probable under new ownership.
- 2. Low Overhead and Taxation:** Based in Ireland, the Company enjoys a corporate tax rate of 12.5 percent. Additionally, with a solid production center in Albania, employee overhead costs are low.
- 3. Relationship with Apple:** For more than 20 years, the Company has fostered a deep relationship with Apple and are the primary trading partner for all linguistic services. This provides a strong entry point for cross-selling IT services opportunities.
- 4. Strong Historic presence in Europe:** Operating offices and personnel in 12 offices (around Europe) and in-depth knowledge of local markets.
- 5. Continued Growth:** During the last 12 years, the Company has grown from €5 million Euro (\$5.6M USD) revenue in 2007, to €14.4m Euro (\$16.9M USD) in 2019, with a profitable EBITDA and an excellent days sales outstanding (DSO) of less than 30 days.
- 6. Inorganic Growth Opportunity:** The Company has an ownership stake in a complementary business that would add €3m Euro (\$3.3M USD) to the existing revenue. Additionally, the Company has identified two additional acquisition targets to strengthen revenue growth and offerings.

NEXT STEPS

To learn more about company EX-610 please execute NDA and send to Amanda Haws. Our team will follow up with a mutually executed NDA and provide an introduction to the company's CEO.

[Start NDA Now](#)

[Amanda Haws](#)

[Asset Listing](#)



IT Exchange Net