



Growing IT-Consulting, Software & Solutions company, with domain expertise in the mobility sector and with AI, serving European customers

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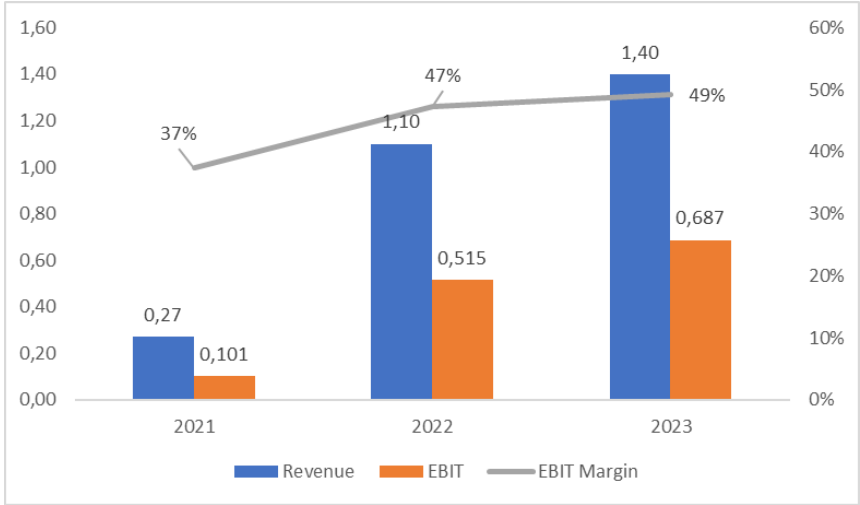
FJC Consulting

COMPANY FACTS

The company specializes in providing near-shoring software development teams and rapid prototyping to customers in Europe.
The team stands out, due to their agile way of working, the superior skills in state-of-the-art backend and frontend stack technologies and the strong financial performance since the start.

- Customers are multinational cooperations and SMEs
- Experienced German management
- Ø 18 team members (2023), strong identification with the company, office language English
- Broad industry focus with special know-how in the mobility sector as well as in AI-technologies
- Advantageous relationship between local salary levels and established European near-shoring day rates
- Next to the agency model, the company operates additional own solutions:
 - iPaaS solution design for interoperability and data conversion
 - test automation as a service solution
- Own AI Lab develops new product initiatives
- Based in the Canary Islands, Spain

FINANCIALS in EURm



- Company founded 03/2021 starting with immediate and continuously growing revenues from corporate customers
- Source: annual reports

INVESTMENT HIGHLIGHTS

Capital increase/ direct investment /Partnering for future growth
EBIT: 0,5-1,0 EURm

- Strong near-shoring delivery capabilities and experience in working for large corporate customers
- The CEO and co-founder is dedicated to lead the company into its next evolutionary phase. Extensive experience and leadership style make him an asset to any growing business
- Set for growth: the team is well-established locally and can easily recruit talent, due to a strong employer brand
- Strong delivery capability and capacity with flexible cost structure, no financial liabilities
- Perfect fit as add-on business or country extension
- Unique opportunity to develop a nearshoring-hub, as the company benefits from a favorable corporate tax rate of 4%,
- The multi-purpose office is owned by the company (complete renovation in 2023, designed for modern ways of working)