**The Leading Provider of On-demand Translation Services**

Top 100 LSP rating | Top 20 in UK

2018 Sales: $9.3 million | EBITDA: $1.6 million

2019 Sales: $11.0 million | EBITDA: $2.0 million (forecast)

### Company Overview

Company “MaSe” is the leading translation services and on-demand professional network in Europe. Since its founding in 2010, MaSe has developed a network of 10,000 curated, professional translators who are capable of translating 160+ languages.

The Company targets clients seeking quick, high quality translation services across a wide variety of languages, while maintaining a reasonable cost. 80% of current clients are translation agencies, but the Company is expanding aggressively into the B2C space (direct clients). MaSe has 2,000+ customers (LSPs), with no one client accounting for more than 4% of revenue.

### Assets

**Defensible Position and Financial Performance**

* Proprietary, scalable operational platform
* Low cost structure and sales driven team through operations in Eastern Europe
* Gross margins of 50%+ (significantly higher than the industry norm)
* Highly profitable cash-flow (near 20% EBITDA margins)
* Improved production speed and quality via automation, providing higher marginal utility per translator vs. traditional LSP model

**Translators Network**

* 10,000+ professional translators segmented by language, domain expertise, product, and price
* On-demand labor that is scalable to demand of $100m in revenue (no fixed costs on translators)
* Translator rating system
* Availability of “long tail” services (exotic languages, niche verticals, translation types)

**Platform and IP**

* Project management system
* Professional translator network and portal that includes Client Portal, sales, CRM, billing and workflow automation
* Proprietary IP developed over 8+ years

### Opportunity for Strategic Buyers

MaSe’s business offers high gross profits and EBITDA margins, strong monthly recurring revenue, low customer concentration risk, and above industry growth (30% YoY growth at MaSe, compared to 15% at Top 100 LSPs). Furthermore, MaSe’s asset strength should be attractive to buyers for a number of reasons:

**Sales Force**: The opportunity to get into multiple industries using the 50+ sales reps who average more than 3+ years’ experience with the Company

* This allows for leverage on the sales center to upsell, target new markets, and add incremental revenue.

**Cashflow:** Improve buyer’s EBITDA using our low-cost translators and automated processes.

**Team**: Dedicated and proven management and team, as well as a DTP department—a key asset that provides more value for the clients.

**TM Data**: Due to translating to more than 2,000 LSPs in the world, MaSe has access to unparalleled translation memory word count.

* This data can be used to reduce translation costs and time to delivery, as well as increase profits.

**Machine Translation (MT):** Since the Company translates highly professional content including medical and brand content, as well as niche languages, MaSe sees MT as a leverage point to increase margins 5%-10% and stay relevant to the customer. Moreover, MT opens a new market: content is doubling YoY and all of the translators in the world can translate <1% of that content.

**Platform**: The MaSe platform, built as a SaaS product, has 90% gross profits. The platform is a sophisticated internal Translation and Business Management (ERP) system that can help scale operations and reduce costs.

For more information, contact:

The person who referred you.