



ML MARKTLINK

PROJECT MATCH

Teaser



PROJECT MATCH – A TECH-ENABLED, HIGHLY SCALABLE RECRUITING COMPANY WITH A PROPRIETARY RECRUITING PLATFORM

THE TARGET

- The Target is a multi-award-winning recruitment company in the field of personnel and business consulting. Additionally, the Target has independently established its proprietary recruitment platform from inception. Thanks to the platform's advanced features, including a fuzzy logic-based matcher and a comprehensive task manager for project management, this platform is considered best-in-class. Operating from Switzerland throughout the DACH-region, the Company specializes in personnel selection and recruiting for specialist and leadership positions. With a team of ca. 15 experts, the Company already supported more than 250 customers in hiring specialists, experts, and executives. The Target's passion lies in the relentless optimization of the customers' recruiting processes by improving their own recruitment platform.
- Now approaching retirement age, the owners are ready to sell 100% of their shares in the Target, which includes their own intellectual property and software, to an appropriate strategic or financial partner. The owners are committed to facilitating a smooth transition to the new owner and willing to remain operationally active for a transitional period of up to two years.
- At present, Project Match presents an opportunity to continue the growth and expansion of the Target with a new partner. The Target has a strong and seasoned team with its experts that possesses a wealth of experience in the recruiting industry.

RECRUITING PLATFORM

- The Target has developed a proprietary recruiting platform for recruiters and candidates, that addresses the need for automation in highly repetitive processes.
- The platform automates multi-step processes, ensuring maximum efficiency without compromising on quality, flexibility, or transparency, enabling significant recruitment cost savings for customers and companies.
- The platform consists of several modules tailored to the dynamic needs of recruiting operations which enhances user experience through customization options and facilitates easier updates and integration with existing systems.
- The platform offers a robust solution that evolves with business needs.

USP		
BEST-IN-CLASS RECRUITING PLATFORM DESIGNED FOR SEAMLESS INTEGRATION WITH OTHER CRM TOOLS		
FOUNDED IN 2011	CUSTOMERS 250+	EXPERTS ca. 15
LOCATED IN SWITZERLAND		REVENUE ≈ CHF 2.0m
NEXT PHASE GROWTH	EXPECTED CAGR FY24-FY26 35.4%	EBITDA ≈ CHF 0.3m

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USING ITS OWN RECRUITING PLATFORM, THE TARGET OFFERS A HIGHLY VALUABLE COMBINATION OF INVESTMENT OPPORTUNITIES



PROPRIETARY RECRUITMENT SOFTWARE OFFERS SIGNIFICANT IMPROVEMENTS FOR RECRUITMENT ACTIVITIES



OPERATING IN A MARKET WITH GROWING DEMAND FOR EFFICIENT RECRUITMENT SOLUTIONS



GROWTH OPPORTUNITIES THROUGH SEO OPTIMIZATION, EXPANSION INTO ADDITIONAL INDUSTRIES AND CENTRALIZED LEAD GENERATION



DIVERSIFIED SERVICE OFFERING THAT SAVES SIGNIFICANT RECRUITMENT COSTS FOR CUSTOMERS AND COMPANIES



HIGH CUSTOMER RETENTION RATE



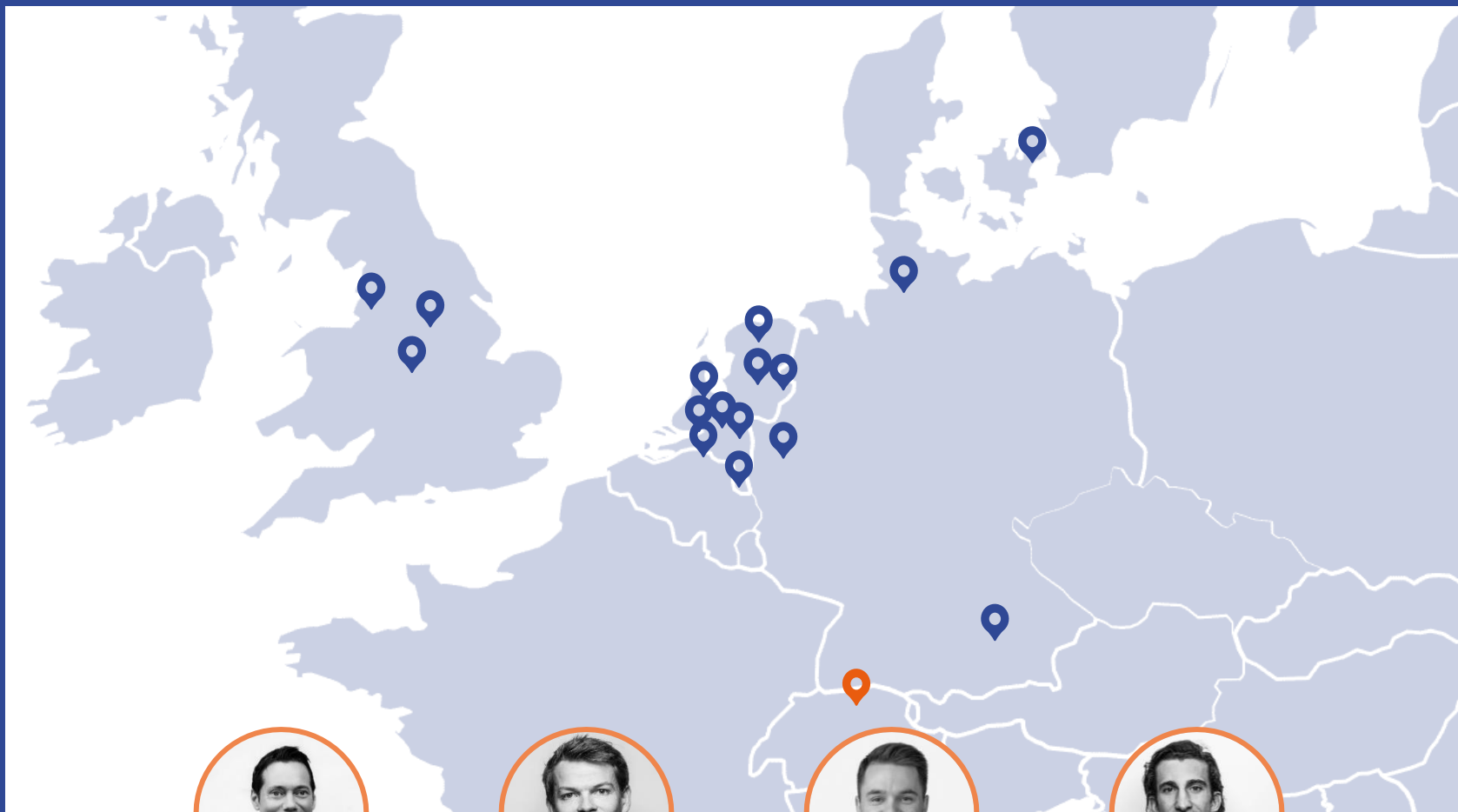
WELL-ESTABLISHED MANAGEMENT TEAM WITH EXPERIENCED AND LOYAL PARTNERS

- The Target has developed a proprietary recruitment platform, which they fully own including all exclusive intellectual property and code. Their platform meets the critical need for automating repetitive processes, surpassing existing market solutions in automation, quality, flexibility, and oversight. Additionally, it offers seamless integration with common CRM tools via API.
- The growing need for efficient recruitment solutions offers a favorable market position for future growth and profitability.
- The Target in combination with its platform is now ready for the next phase of growth by pursuing their SEO optimization, expansion into additional industries and centralized lead generation initiative. These initiatives offer considerable growth potential for the Target.
- The Target offers top-notch, comprehensive recruiting solutions for both companies and candidates, significantly reducing their costs. This cost efficiency has led to a broad customer base and strong market penetration.
- Thanks to the high quality of its services and excellent customer service, the Target has built up a strong and loyal customer base that generates stable and recurring revenues.
- The Target has an experienced management team and proven partners, who together are largely responsible for the Target's success to date and will continue to contribute their extensive network and industry experience in the future.

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