

Negocio de fabricación de yates italianos de lujo





Negocio de fabricación de yates italianos de lujo

Un importante fabricante europeo de yates de lujo busca oportunidades estratégicas de crecimiento. Centrada en el rendimiento, la innovación y la excelencia en el diseño, esta empresa se ha ganado rápidamente el reconocimiento de clientes UHNW y competidores de primer nivel.

Lo más destacado de la cartera de productos

- Auxiliar LIMO: Lanchas compactas de lujo diseñadas para ser compatibles con megayates.
- Serie de 46 pies: Yates deportivos de iniciación disponibles en configuraciones intraborda y fueraborda, que atraen a una base de clientes más amplia.
- Serie 54 pies: El superventas actual, disponible en versiones Familiar y XL, ideal para clientes que buscan una personalización única.
- Serie de 64 pies: Yates compactos con un diseño impresionante, que ofrecen una fuerte demanda en el mercado.
- Serie 86 pies: Yates insignia de la Clase A con certificación RINA, actualmente en fase inicial de producción con dos unidades ya encargadas.
- Serie de 125 pies (M125): Proyecto estratégico a largo plazo con potencial para remodelar el segmento de ultralujo a escala mundial.

Panorama competitivo:

- Compite con Riva, Wally, Vanquish, Wajer, Pardo (segmento 46-86ft)
- Compite con Ferretti, Benetti, San Lorenzo (segmento de 125 pies)
- La licitación de LIMO desafía directamente a Hodgson

FINANZAS

Año	Ingresos (millones de euros)	Costes (millones de euros)	EBITDA (MILLONES DE EUROS)	EBITDA ajustado (millones de euros)
2018	10.1	9.7	1.0	–
2019	12.9	12.7	0.9	–
2020	9.9	9.8	0.7	–
2021	12.3	11.9	1.3	–
2022	15.9	14.9	2.2	–

TARGET PRICE

\$ 15,000,000

GROSS REVENUE

\$ 19,000,000

EBITDA

\$ 6,700,000

BUSINESS TYPE

Mantenimiento y reparación de yates y barcos

COUNTRY

Italia

BUSINESS ID

L#20250960

Año	Ingresos(millones de euros)	Costes (millones de euros)	EBITDA (MILLONES DE EUROS)	EBITDA ajustado (millones de euros)
2023	15.2	14.0	2.6	4.7
2024	19.0	12.4	6.7	–
2025F	17.0	10.3	6.7	–
2026F	25.3	15.5	9.9	–

The information contained herein does not constitute an offer to sell or a solicitation of an offer or a recommendation to purchase securities under the securities laws of any jurisdiction, including the United States Securities Act of 1933, as amended, or any US state securities laws, or a solicitation to enter into any other transaction

The projected financial information contained in the Memorandum is based on judgmental estimates and assumptions made by the management of the target Company, about circumstances and events that have not yet taken place. Accordingly, there can be no assurance that the projected results will be attained. In particular, but without prejudice to the generality of the foregoing, no representation or warranty whatsoever is given in relation to the reasonableness or achievability of the projections contained in the Memorandum or in relation to the bases and assumptions underlying such projections and you must satisfy yourself in relation to the reasonableness, achievability and accuracy thereof.

By delivering this Memorandum, neither MergersUS Inc., nor its authorized agents are making any recommendations regarding the acquisition or strategies outlined herein. Interested parties shall exercise independent judgment in, and have sole responsibility for, determining whether an acquisition of the Company is suitable for them, and neither MergersUS Inc, nor its authorized agents have responsibility to, and will not, monitor the condition of interested parties to determine that an acquisition is or remains suitable for them. Among other things, suitability of an acquisition will depend upon an interested party's investment and business plans and financial situation.

This document is prepared for information purposes only. It is made available on the express understanding that it will be used for the sole purpose of assisting the recipients to decide whether they wish to proceed with a further investigation of the Proposed Transaction.

The recipients realize and agree that this document is not intended to form the basis of any investment decision or any other appraisal or decision regarding the Proposed Transaction, and does not constitute the basis for the contract which may be concluded in relation to the Proposed Transaction.

All information contained in this document may subsequently be updated and adjusted. MergersUS Inc. has not independently verified any of the information contained herein or on which this document is based. Neither the Company, nor its management or shareholders, nor MergersUS Inc. , nor any of their respective directors, partners, officers, employees or affiliates make any representation or warranty (express or implied) or accept or will accept any responsibility or liability regarding or in relation to the accuracy or completeness of the information contained in this document or any other written or oral information made available to any interested party or its advisers. Any liability in respect of any such information or any inaccuracy in or omission from the document is expressly disclaimed.

www.mergerscorp.com



© 2024 MergersCorp M&A International. All rights reserved.

© 2024 MergersCorp M&A International. MergersCorp™ M&A International is the collective brand name of independent affiliates of MergersCorp M&A International. For more details on the nature of our affiliation, please visit us on our website <https://www.mergerscorp.com/disclaimer>. MergersCorp M&A International is not a registered broker-dealer under the U.S. securities laws. MergersCorp M&A International does not offer or sell securities or provide investment advice or underwriting services. The articles or publications contained in this presentation are not intended to provide specific business or investment advice. The author or MergersCorp M&A International shall not be liable for any errors or omissions, or for any loss suffered by any person or organization acting or refraining from acting as a result of the content of this website. It is recommended that specific independent advice be sought before making any business or investment decision.



WWW.MERGERSCORP.COM