

Empresa de redes deportivas y ejecutivas de alto margen





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Esta oferta presenta una oportunidad de adquisición de primera calidad para una empresa de deportes y redes de ejecutivos de alto margen con sede en la ciudad de Nueva York.

La empresa celebra eventos a escala nacional en Norteamérica e internacional, centrándose en experiencias exclusivas de creación de redes de ejecutivos. Se ha consolidado como líder en su campo, con márgenes netos que oscilan sistemáticamente entre el 45% y el 55%.

El potente modelo de negocio de la empresa consiste en organizar exclusivas salidas de golf que emparejan a altos ejecutivos con atletas profesionales. Estos eventos están diseñados para ser algo más que las típicas reuniones corporativas, fomentando un entorno en el que las relaciones pueden convertirse en oportunidades de negocio tangibles. La empresa ha aprovechado un lucrativo nicho de mercado proporcionando a una clientela de élite experiencias únicas de establecimiento de contactos que no están disponibles en ningún otro lugar.

Puntos clave

- **Clientela de élite:** La empresa ha establecido relaciones con ejecutivos de alto nivel y antiguos atletas profesionales, creando una red valiosa y difícil de reproducir.
- **Ingresos diversificados:** Las fuentes de ingresos incluyen cuotas de eventos, patrocinios, empresas conjuntas y publicidad, lo que proporciona estabilidad y potencial de crecimiento.
- **Preparada para el crecimiento:** El negocio está preparado para la expansión en franquicia, nuevos mercados geográficos y otros deportes con unas necesidades mínimas de capital.
- **Asociación estratégica:** Está en marcha una empresa conjunta con una consultora global de viajes para lanzar paquetes vacacionales de golf de lujo, lo que abrirá nuevas oportunidades de ingresos.

La empresa ha mostrado unos resultados financieros excepcionales, con un crecimiento anual constante.

En 2024, el negocio produjo casi 7 millones de dólares de ingresos netos en 28 eventos, lo que refleja tanto un aumento del volumen de eventos como una mejora de la rentabilidad, con márgenes superiores al 55%. El negocio se posiciona como una inversión lucrativa debido a la gran demanda de ejecutivos de alto nivel y a un modelo de negocio escalable con un fuerte potencial de crecimiento. La empresa también se beneficia de una baja competencia y de importantes barreras de entrada, ya que sus relaciones establecidas con atletas profesionales son difíciles de replicar para los competidores.

El vendedor está abierto a una compra mayoritaria o a una adquisición total, con estructuras flexibles para adaptarse a las preferencias del comprador.

TARGET PRICE

\$12,500,000

GROSS REVENUE

\$12,600,000

EBITDA

\$6,900,000

BUSINESS TYPE

Deporte

COUNTRY

Estados Unidos

BUSINESS ID

L#20251010

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