

# Negócio de fabricação de iates de luxo italianos premium





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Um dos principais fabricantes de iates de luxo da Europa está buscando oportunidades estratégicas de crescimento. Com foco no desempenho, na inovação e na excelência do design, essa empresa ganhou rapidamente reconhecimento entre os clientes UHNW e os concorrentes de primeira linha.

### Destaques do portfólio de produtos

- LIMO Tender: Tenders compactos de luxo projetados para compatibilidade com mega iates.
- Série 46 pés: lates esportivos de nível básico disponíveis em configurações internas e externas, atraindo uma base de clientes mais ampla.
- Série 54 pés: O atual best-seller, disponível nas versões Family e XL – ideal para clientes que buscam personalização exclusiva.
- Série 64 pés: lates compactos com design deslumbrante, com forte demanda no mercado.
- Série 86 pés: lates emblemáticos da Classe A com certificação RINA – atualmente em estágio inicial de produção, com duas unidades já comissionadas.
- Série 125 pés (M125): Projeto estratégico de longo prazo com o potencial de remodelar o segmento de ultra-luxo globalmente.

### Cenário competitivo:

- Compete com Riva, Wally, Vanquish, Wajer, Pardo (segmento de 46 a 86 pés)
- Concorre com Ferretti, Benetti, San Lorenzo (segmento de 125 pés)
- A licitação da LIMO desafia diretamente Hodgson

### FINANÇAS

Ano	Receita (€M)	Custos (€M)	EBITDA (€M)	EBITDA ajustado (€M)
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	–

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### TARGET PRICE

\$ 15,000,000

### GROSS REVENUE

\$ 19,000,000

### EBITDA

\$ 6,700,000

### BUSINESS TYPE

Manutenção e reparos de iates e barcos

### COUNTRY

Itália

### BUSINESS ID

L#20250960

Ano	Receita (€M)	Custos (€M)	EBITDA (€M)	EBITDA ajustado (€M)
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	–

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