

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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