

# Empresa de esportes e redes de executivos com alta margem de lucro



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Essa oferta apresenta uma oportunidade de aquisição premium para uma empresa de esportes de alta margem e rede de executivos com sede na cidade de Nova York

A empresa realiza eventos em nível nacional, na América do Norte e internacionalmente, concentrando-se em experiências exclusivas de networking para executivos. Ela se estabeleceu como líder em seu campo, com margens líquidas que variam consistentemente de 45% a 55%.

O poderoso modelo de negócios da empresa envolve a organização de eventos exclusivos de golfe que unem altos executivos a atletas profissionais. Esses eventos são projetados para serem mais do que reuniões corporativas típicas, promovendo um ambiente em que os relacionamentos podem se transformar em oportunidades de negócios tangíveis. A empresa capitalizou em um nicho de mercado lucrativo ao oferecer à clientela de elite experiências exclusivas de networking que não estão disponíveis em nenhum outro lugar.

### Pontos-chave

- **Clientela de elite:** A empresa estabeleceu relacionamentos com executivos de alto escalão e ex-atletas profissionais, criando uma rede valiosa e difícil de replicar.
- **Receita diversificada:** Os fluxos de receita incluem taxas de eventos, patrocínios, joint ventures e publicidade, o que proporciona estabilidade e potencial de crescimento.
- **Pronta para o crescimento:** A empresa está posicionada para expansão em franquias, novos mercados geográficos e outros esportes com requisitos mínimos de capital.
- **Parceria estratégica:** Uma joint venture com uma consultoria global de viagens está em andamento para lançar pacotes de férias de golfe de luxo, o que abrirá novas oportunidades de receita.

A empresa apresentou um desempenho financeiro excepcional com crescimento consistente ano após ano.

Em 2024, a empresa produziu quase US\$ 7 milhões em receita líquida de 28 eventos, o que reflete um aumento no volume de eventos e uma melhor lucratividade com margens acima de 55%. A empresa está posicionada como um investimento lucrativo devido à alta demanda dos executivos de alto escalão e a um modelo de negócios escalável com forte potencial de crescimento. A empresa também se beneficia da baixa concorrência e de barreiras significativas à entrada, pois seus relacionamentos estabelecidos com atletas profissionais são difíceis de serem replicados pelos concorrentes.

O vendedor está aberto a uma compra majoritária ou aquisição total, com estruturas de negócios flexíveis disponíveis para acomodar as preferências do comprador.

### TARGET PRICE

\$12,500,000

### GROSS REVENUE

\$12,600,000

### EBITDA

\$6,900,000

### BUSINESS TYPE

Esporte

### COUNTRY

Estados Unidos

### BUSINESS ID

L#20251010

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