

# 이탈리아 프리미엄 럭셔리 요트 제조 사업





유럽 최고의 럭셔리 요트 제조업체가 전략적 성장 기회를 모색하고 있습니다. 성능, 혁신, 디자인 우수성에 중점을 둔 이 회사는 UHNW 고객과 상위권 경쟁사 사이에서 빠르게 인지도를 쌓아가고 있습니다.

#### 제품 포트폴리오 주요 내용

- 리모 텐더: 대형 요트와 호환되도록 설계된 컴팩트한 럭셔리 텐더입니다.
- 46피트 시리즈: 인보드 및 아웃보드 구성으로 제공되는 엔트리급 스포츠 요트로, 폭넓은 고객층에게 어필할 수 있는 제품입니다.
- 54피트 시리즈: 현재 베스트셀러로, 패밀리 및 XL 버전으로 제공되며 고유한 맞춤화를 원하는 고객에게 이상적입니다.
- 64피트 시리즈: 멋진 디자인의 소형 요트로 시장 수요가 높은 제품입니다.
- 86피트 시리즈: 플래그십 A급 RINA 인증 요트 - 현재 초기 생산 단계에 있으며 이미 2대가 시운전 중입니다.
- 125피트 시리즈(M125): 전 세계적으로 초호화 부문을 재편할 잠재력을 지닌 전략적 장기 프로젝트입니다.

#### 경쟁 환경:

- 리바, 윌리, 뱅퀴시, 와저, 파르도(46~86피트 세그먼트)와 경쟁합니다.
- 페레티, 베네티, 산 로렌조와 경쟁(125피트 구간)
- LIMO 입찰이 호지슨에게 직접 도전장을 내밀다

#### 금융

연도 수익(€M) 비용(백만 유로) EBITDA(백만 유로) 조정 EBITDA(€M)

2018 10.1 9.7 1.0 -

#### TARGET PRICE

\$ 15,000,000

#### GROSS REVENUE

\$ 19,000,000

#### EBITDA

\$ 6,700,000

#### BUSINESS TYPE

요트 및 보트 서비스 및 수리

#### COUNTRY

이탈리아

#### BUSINESS ID

L#20250960

| 연도    | 수익(€M) | 비용(백만 유로) | EBITDA(백만 유로) | 조정 EBITDA(€M) |
|-------|--------|-----------|---------------|---------------|
| 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           | –             |
| 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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