

Profile number

110772

Established general importer of luxury yachts with a strong dealer network (€6–12 million turnover)

Located in

Germany

Personal data

Sector

Leisure

Type of company

Other

Legal entity:

Sole Proprietorship

Type of transaction

Assets / liabilities

Life phase enterprise

Full-grown

Employees in FTE

< 5

Type of buyer:

- MBI candidate
- Strategic acquisition
- Investor

Financial information

Turnover last financial year

Confidential

Asking price

€ 10.000.000 - € 25.000.000

Earnings before taxes

Confidential

Company history/background

This established and renowned sales company looks back on over 15 years of successful market presence in the premium segment. Since its founding, the company has positioned itself as the exclusive general importer for an internationally respected shipyard of first-class luxury yachts and is characterized by consistency, high customer satisfaction, and in-depth industry expertise.

The company's business activities focus on the distribution of high-end luxury yachts in German-speaking countries (Germany, Austria, Switzerland), with a clear emphasis on the German market. This core segment is complemented by a continuously growing international business within Europe. Sales activities are supported by a strong, exclusive dealer network, ensuring comprehensive market presence and highly efficient targeting of specific customer groups.

Unique selling points

- **Exclusive market access:** Long-term, secured exclusive rights as general importer of a renowned premium shipyard.
- **Scalable network:** A well-established, resilient dealer network in Germany ensures stable sales and high market coverage.
- **Excellent reputation:** Over 15 years of established customer relationships within the financially strong High-Net-Worth Individual (HNWI) target group.
- **Economic strength:** Consistent and crisis-resistant performance with stable annual sales of between approximately 6 and 12 million euros.

Other

This offer is aimed at strategic buyers looking to expand their portfolio in the luxury segment, as well as sales professionals or investors seeking a profitable company with a secure market position and established sales infrastructure. The return on investment is excellent, making the company an ideal high-yield investment.

The transaction is being carried out directly by the owner as part of a succession plan. To ensure absolute discretion for customers and suppliers, further details and a comprehensive prospectus will only be provided after submission of proof of funds and signing of a non-disclosure agreement (NDA).

Note for intermediaries: Qualified brokers with specific search requests for suitable clients are welcome to get in touch.