

## Design and manufacturing of composite pleasure boats

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### Description générale

#### Fiche d'identité de la société

Forme juridique	Non communiquée
Ancienneté de la société	Plus de 10 ans
Localisation du siège	France
Région	Confidentielle

#### Résumé général de l'activité

The company specializes in the construction of pleasure boats, with recognized expertise in the design and manufacturing of composite materials.

It oversees the entire production process, from design to launch, delivering vessels that combine performance, elegance, and reliability.

Strongly established around the Mediterranean, the company is rapidly expanding internationally, driven by a continuous innovation momentum.

#### En plus

La société possède un ou plusieurs **brevets**

La société possède une ou plusieurs **marques** déposées à l'INPI

La société travaille à l'**export**

### Éléments chiffrés

Année de référence	2024
Fonds propres	2 900 k€
Dettes financières	0 k€
Trésorerie nette	850 k€

En k€/année	2022	2023	2024	2025
CA	8900	14000	13 000	14 500
Marge brute	2 700	4 200	4 700	5 800
EBE	850	1 200	1 500	1 800
Rés. Exp.	700	1 000	1 300	1 500
Rés. Net	400	550	1 300	1 500
Salariés	250	250	250	250

## Indications concernant les éléments chiffrés

Structurally profitable company, with long-term proven profitability, no debt, and experiencing strong growth. Despite stable revenue in 2024, the company has improved all key financial indicators. Gross profit, EBITDA, operating income, and net income are all up, with net income more than doubling. Average CAGR over the past 3 years= 77%.

## Positionnement concurrence

### Positionnement par rapport au marché

The company positions itself in the mid-sized recreational boats market, offering vessels with an excellent value for money that combine modern design, comfort, marine performance, and affordable pricing.

It targets customers seeking an affordable alternative to the larger players in the industry, without compromising on quality or the boating experience.

### Concurrence

The mid-sized recreational boats market is highly competitive, with several well-established and globally recognized players. This fast-growing market is expected to reach \$60.9 billion by 2033.

This company stands out with a more accessible positioning, offering prices generally lower than those of the industry leaders, while delivering a product that remains competitive in terms of design and performance.

### Points forts

- Strong market reputation.
- Approximately 70 boats built per year.
- Solid financial health.
- Sustained growth.
- Structured and high-performing team.
- Efficient and scalable production facility.
- Differentiated market positioning.

### Points faibles

Production capacity, family ownership, digitalization still limited.

## Infos sur la cession

### A propos de la cession de cette entreprise

Type de cession envisagée	Majoritaire
Raison principale de cession	Départ à la retraite
Prix de cession	Le vendeur n'a pas souhaité préciser le prix de cession.

L'immobilier est compris dans la cession.

### Profil de repreneur recherché

Profil recherché	Personne physique ou morale ou fonds d'investissement
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