

Profile number

110325

Investment Opportunity: Established Sailing School and Nautical Center in Mallorca

Located in

Balearic Islands

Personal data**Sector**

Leisure

Type of company

Other

Legal entity:

Limited Company

Type of transaction

Assets / liabilities

Life phase enterprise

Full-grown

Employees in FTE

< 5

Type of buyer:

- Strategic acquisition
- Investor

Financial information**Turnover last financial year**

€ 250.000 - € 500.000

Asking price

€ 250.000 - € 500.000

Earnings before taxes

€ 0 - € 100.000

Company history/background

Our company is much more than a sailing school; it is a leading nautical center with over 35 years of experience, recognized as a benchmark in the sector.

Almost 10 years ago, we acquired the school when it was in decline, with outdated facilities and a limited range of activities. We saw its potential and decided to make a significant investment to revitalize it.

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We assembled a highly qualified team, invested in modern boats and equipment, and expanded both the variety and volume of our activities. Through a strategic and structured approach, we transformed the school into one of Mallorca's leading nautical and water sports centers.

Our success is widely recognized, not only by institutions but also by our loyal clients, schools, partner companies, hotels, and tour operators. Positive reviews on platforms like Google, TripAdvisor, Airbnb, etc., attest to our quality.

We're not just selling a sailing school; we're offering a proven business model, including our know-how, operational experience, and philosophy. We are committed to ensuring a smooth transition and are therefore willing to personally support the new owner during the first year, provided we reach a financial agreement that justifies our involvement.

We are confident that our company will continue to thrive in the coming years, and we are open to supporting the new owner throughout the season to transfer our knowledge to the person responsible for leading this new phase.

Furthermore, it is important to highlight that the current team, both the administrative staff and the qualified instructors, have expressed their willingness to continue at the school under the new ownership, thus ensuring the continuity and stability of the business.

Unique selling points

It might seem unexpected to sell the school at a time when it is highly profitable, but our decision is based on two key factors:

1. Diversification of business interests: The four partners own several businesses, including a nautical equipment distribution business and a new real estate project in Portugal. We need liquidity to repay equipment financing loans and obtain financing for the investment in Portugal.
2. A personal change: Our director is approaching 60 and feels it's time to step back from the day-to-day management of the school. Although he remains passionate about the ocean and continues to surf around the world, he wishes to reduce his operational involvement.

These two reasons have led us to the decision to sell our company.

Other

To facilitate the sale, we propose structuring the purchase/sale as follows:

- The new owner will receive everything necessary to operate the business.
- At the start of the summer season, full control of the school will be handed over.
- Payment structure:
 - 30% of the total amount upon signing the agreement.
 - 70% at the start of the season.

A Turnkey Business with Great Growth Potential

Our company represents an exceptional business opportunity for those looking to invest in a well-established nautical company with a solid customer base, extensive collaborations, and excellent financial returns.