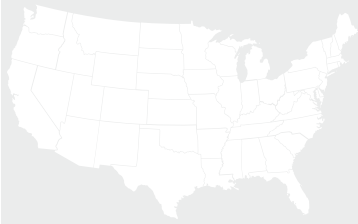


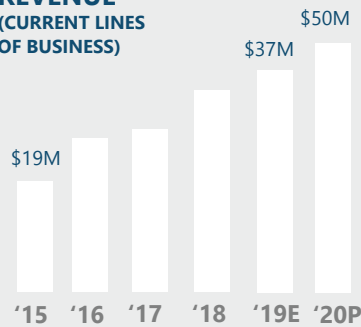


# World-Renowned Yacht Manufacturer Seeks Acquirer

## HEADQUARTERS LOCATION: UNITED STATES



## REVENUE (CURRENT LINES OF BUSINESS)



## INDUSTRY:

Boat Manufacturing

## COMPANY HIGHLIGHTS:

- 60+ Years Building Yachts
- Experienced Management Team
- Three Well-Known Brands
- Recent Industry Movement Allows for a Prime Growth Opportunity
- Partnership with global OEM manufacturer

## COMPANY OVERVIEW

For over 60 years, the Company has manufactured some of the most iconic yacht brands in the marine world. The Company crafts three separate and distinct brands from its vertically integrated 446,000 sq. ft. production facility. The Company is also a joint venture partner with a global OEM manufacturer, providing the Company with many lean manufacturing initiatives and access to world-class process experts.

The Company's three brands cater to a range of end users from daily boaters to boaters seeking a luxury yachting experience. Current offerings range from 34- to 65-feet, with a 73-foot luxury yacht in the pipeline.

A relentless pursuit of improvement over the last 5 years, beginning with the hiring of world-class management in 2014, have the Company poised to capitalize on Sea Ray's recent departure from the yacht market. This

multi-year initiative required the focus of operations, improving manufacturing processes and building a market-leading dealer network. The Company now distributes yachts through an international dealer network of 24 "A" dealers.

The Company has an exciting Q4 planned, launching their 1st joint venture model, a 65-foot masterpiece Premium Luxury Sports Yacht; as well as relaunching a completely redesigned 42-foot Day Cruiser Sports Yacht model planned to capitalize on the Company's past successes in the luxury day cruiser market.

With several new model introductions, numerous model refreshes and their exciting joint venture partnership, the Company is projecting substantial growth. The Company projects net revenues of \$50M and EBITDA of \$2M in FYE 2020. The CAGR from '20 - '23 is projected to be 14.7% for net revenues and 55.9% for EBITDA. After increasing margins, managing overhead and gaining a critical joint venture partnership (positively impacting labor efficiency and gross margins), the Company is highly confident in actualizing these projections. The refocused and poised operations led the Company to a net revenue of nearly \$37M and close to breakeven EBITDA for FY 2019. The Company grew revenue at a CAGR of 18.6% over the 2015 to 2019 period.

## CURRENT SITUATION

Ownership is seeking outside investors/partners or new ownership to continue the growth of the business. Three Twenty-One Capital Partners (3-21) has been retained as the exclusive investment banker representing the Company. 3-21 is running a sale process to identify buyers and solicit offers for the business.

## FOR MORE INFORMATION

Please complete and return a signed Confidentiality Agreement (CA) on the next page for access to the Confidential Information Presentation and supporting Virtual Data Room. The signed CA can be emailed to [ca@321capital.com](mailto:ca@321capital.com).

Day Cruiser Sport Yachts

Traditional Cruising Yachts

Premium/Luxury Sport Yachts

## DEAL CONTACTS (443) 325-5290

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**PLEASE COMPLETE AND RETURN AGREEMENT VIA EMAIL: CA@321CAPITAL.COM OR FAX: (443) 320-9225**

This Non-Disclosure Agreement (hereinafter "Agreement"), which shall be regarded as a mutual and reciprocal contract between the Parties, is made and entered into as of this \_\_\_\_\_ day of \_\_\_\_\_, 2019 between Three Twenty-One Capital Partners ("Investment Banker") and \_\_\_\_\_ ("Recipient").

WHEREAS, the Parties hereto are desirous of establishing a mutually-beneficial business relationship for the entirety sale, refinance, investment, joint venture partnership, or other related transaction of our client, herein referred to as "The Company". The Parties hereto are prepared to disclose information or data of a confidential nature, including but not limited to financial information, client information, business concepts, business strategies, business opportunities, business relationships and sources of capital and financing.

NOW THEREFORE, in consideration of the mutual agreements contained herein,

1. Except as otherwise required by law, the Parties agree to hold all confidential or proprietary information or trade secrets ("Information") in trust and confidence and agrees that it shall be used only for the contemplated purpose, and shall not be used for any other purpose or disclosed to any third party under any circumstances whatsoever except as may be necessary to complete the desired results above.
2. When requested in writing, all materials are to be returned or destroyed and no copies may be kept. Notwithstanding the foregoing, one copy of the materials may be kept for legal, compliance, or other internal document retention policies, including electronic copies made during automated back-up procedures.
3. This Information shall not be disclosed to any employee, consultant or third party unless the said party agrees to be informed of and act in accordance with the terms of this Agreement.
4. Information excluded from these confidentiality obligations shall include any such information which: (i) is or becomes generally available to the public other than as a result of a disclosure by Recipient, (ii) becomes available to Recipient on a non-confidential basis from a source other than the Company or Investment Banker, (iii) was already in Recipient's possession prior to the date hereof and which was not obtained from the Company or Investment Banker, or (iv) was independently developed by the Recipient.
5. The Parties acknowledge the Information disclosed herein is proprietary or trade secrets and in the event of any breach, either Party shall be entitled to seek injunctive relief as a cumulative and not necessarily successive or exclusive remedy to claim for monetary damages.
6. This agreement shall be binding upon and inure to the benefit of the Parties, their successors and assigns.
7. Each Party acknowledges that this Agreement is a valid and legally binding obligation that has been executed by an authorized representative. A copy of this Agreement transmitted via facsimile, bearing the signature (or e-signature) of one or both Parties shall be deemed to be of the same legal force and effect as an original of the Agreement bearing such signature(s) as originally written by such one or both Parties.
8. This agreement expires upon one year of the date of execution of this document.

In witness of this, the Investment Banker and the Recipient have executed this Agreement as of the day and year first written above.

Signature: \_\_\_\_\_

Three Twenty-One Capital Partners: \_\_\_\_\_

Print Name: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

Email: \_\_\_\_\_

Phone: \_\_\_\_\_

