

SACS TECNORIB AND NUO UNITE TO DRIVE GROWTH

A strategic partnership with investment holding company NUO marks a pivotal milestone in the consolidation, growth and development journey of SACS TECNORIB.

Milan, 19 November 2024

SACS Tecnorib, a global leader in the Maxi-Rib sector and a key player in the Italian yachting industry, is pleased to announce a strategic partnership with NUO, an investment holding company supported by prominent international families.

Formed in 2021 through the merger of SACS and Tecnorib, the Group reported a production value exceeding €70 million in the last financial year, with over 70% of its output destined for export markets. The company has achieved a compound annual growth rate (CAGR) of 25% over the past three years, driven by its expanding international footprint and diversification of its product range, which includes the Strider and Rebel ranges and the Pirelli Speedboats brand under license.

This partnership, based on a shared vision and core values, aims to combine SACS Tecnorib's expertise with NUO's resources to solidify the Group's leadership in the European market. It will further support the Group's international strategy, particularly in the United States, and potentially enable growth through the acquisition of complementary brands.

As part of the agreement, which involves the sale of a minority stake by the existing shareholders, Matteo Magni will retain majority control of the company. Governance will remain stable, with founding partners Matteo Magni and Giovanni De Bonis continuing in their leadership roles. Magni will assume the role of CEO alongside his current position as President.

"We are thrilled to announce this partnership, which we believe will deliver significant value and elevate our competitiveness on a global scale," said Matteo Magni, President and CEO of SACS Tecnorib. "This milestone reflects the passion and dedication we have poured into building a great company, as evidenced by our ability to attract prestigious investors like NUO to partner with us on our journey. Together, we will continue to embrace new opportunities and strengthen our ability to innovate while remaining committed to delivering excellence for our customers, driving significant growth, and leading the industry forward."

Tommaso Paoli, CEO of NUO, added: "We are honored to partner with Matteo and Giovanni in this ambitious venture to establish SACS Tecnorib as a global leader. This collaboration reflects our commitment to investing in companies with strong growth potential and visionary leadership. Matteo's clarity of purpose, determination, and collaborative spirit impressed us deeply. NUO will leverage its expertise and network to support the company in its international expansion, governance, and M&A operations, enabling the team to realise their long-term aspirations."

The transaction was facilitated by Clearwater, acting as M&A advisor to SACS Tecnorib. Legal and contractual negotiations were supported by DLMS for SACS Tecnorib and by Chiomenti for NUO. Additional due diligence was provided by EY (financial) and Gitti and Partners (tax).

About Sacs Tecnorib

Founded in 1989, Sacs marked the beginning of new trends in the yachting world, ushering in the era of high-end Maxi-Ribs with the Strider range. The iconic Strider line was joined by REBEL, a line that further revolutionised the industry with its unmistakable design, transferring the spirit of the Maxi-Ribs into 40- to 60-foot boats as well as opening a new market segment.

Founded in 2005 by means of a licensing agreement with Pirelli & C. on the PIRELLI and P ZERO brands, Tecnorib has played a key role in the growth of the Maxi-Rib market; it has seen marked expansion since 2019 with the introduction of the Pirelli Speedboats range, sporty walkarounds with a unique and distinctive character.

The integration of these two companies led to the creation of Sacs Tecnorib Spa in 2021.

About NUO

NUO is an investment holding company to which leading international and multi-generational business families contribute as investors. NUO invests in medium-sized companies that represent Italian excellence in the consumer goods world by supporting their development in international markets and establish themselves as global companies. The aim is to enable its portfolio companies to increase their value and be "future proof," by providing not only capital but also support for growth, without ever losing sight of the cultivation of human, cultural and environmental capital. To date, NUO boasts investments in Scarpa (sportswear), Subdued (teen fashion), Andriani (innovation & healthy food), Montura (sportswear), Venchi (food), Ludovico Martelli (personal care), Bending Spoons (digital), and Slowear (fashion). NUO has offices in Milan, Hong Kong and Shanghai, supporting the development in Asia of its portfolio companies.

Sacs Tecnorib Spa is licensee for the trademarks  

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