

# Italian Luxury Conglomerate Women's Footwear Uppers Manufacturing Business



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This strategic offering presents a rare opportunity to acquire a fully integrated, high-capacity **Women's Luxury Footwear Manufacturing Platform** based in the heart of Tuscany, Italy. The acquisition includes a synergistic cluster of five entities designed to function as a seamless, high-end production engine for global luxury brands.

The acquisition is structured as a "plug-and-play" solution, consisting of:

- **3 Established Tuscan Manufacturing Companies:** Renowned for "Made in Italy" excellence, specializing in the complex construction of women's uppers and finished footwear for top-tier global luxury houses.
- **2 Integrated Supply Chain Entities:**
- **1 Dedicated Insole Factory:** Providing structural precision and proprietary technical components.
  - **1 Dedicated Sole Factory:** Ensuring vertical control over the foundation of the shoe.

This platform is positioned as an ideal **add-on acquisition** for private equity firms or larger luxury conglomerates looking to secure their supply chain and increase margins through vertical integration.

- **Immediate Scalability:** The platform is available for immediate transition, offering an instant increase in production capacity and technical "savoir-faire."
- **Geographic Excellence:** Located in the world's premier footwear district, providing access to a specialized workforce and a deep network of local raw material suppliers.
- **Vertical Synergy:** By controlling both the upper manufacturing and the fundamental sole/insole components, the buyer eliminates third-party bottlenecks and ensures rigorous quality control across the entire production cycle.
- **Heritage & Innovation:** Combines traditional Italian craftsmanship with modern industrial efficiencies, meeting the strict ESG and quality standards required by modern luxury conglomerates.

### TARGET 1

The company is located in the heart of one of the most important footwear districts and specializes in the production of luxury women's footwear for some of the most

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TARGET PRICE  
EUR 39,000,000

GROSS REVENUE  
EUR 40,000,000

EBITDA  
EUR 5,000,000

BUSINESS TYPE  
Manufacturing

COUNTRY  
Italy

BUSINESS ID  
L#20251060

renowned international fashion brands. With over twenty years of experience in the footwear industry, the company is at the forefront of research, style, and technological development. This extensive know-how has enabled numerous prestigious collaborations, consistently confirming the exceptional quality of its products.

Operations are carried out across three independent yet closely located facilities, offering a total surface area of approximately 3,650 square meters. These include: a main site dedicated to headquarters, offices, and production; a second facility for warehousing and logistics; and a third specialized in cutting and upper assembly ( tomaificio).

#### Facilities

The production facilities are equipped with state-of-the-art machinery, including a recently installed vertical automated warehouse, ensuring efficiency, precision, and high-quality standards.

The production area is organized to ensure efficiency and precision at every stage of the manufacturing process. It includes a fully equipped production line with advanced assembly and lasting (crank) systems, ensuring consistency, flexibility, and high-quality output. Dedicated finishing and hand-processing departments provide meticulous attention to detail, allowing each product to meet the highest luxury standards.

The facilities also feature a modern vertical automated warehouse, recently installed, which optimizes inventory management, improves workflow efficiency, and ensures accurate material handling. Cutting and splicing (upper assembly) operations are carried out in a specialized department, equipped with advanced machinery and skilled craftsmanship to guarantee precision, quality, and seamless integration across all production phases.

#### Deal Opportunity

- Desired transaction: majority sale, remaining operational within the company.
- The Property wishes to become part of a larger project of growth, therefore welcome re-investment opportunities offered by the buyer and are available to accompany him to support the business development

#### Ownership

- The property is wholly owned by a single Member

#### Financial Highlights

	2020	2021	2022	2023	2024
2025F					
Sales	13,610	16,570	18,630	26,140	
20,570	22,800				
Sales YoY	+ 16.9%	+ 21.7%	+ 12.4%	+ 40.3%	- 21.3%
+ 10.8%					
EBITDA	1,890	2,350	2,490	3,250	2,850
3,010					
EBITDA Margin	+ 13.9%	+ 14.2%	+ 13.4%	+ 12.4%	+ 13.9%
+ 13.2%					

#### TARGET 2

The Company is located in Central Italy and specializes in the production of insoles and soles for luxury footwear, supplying some of the most renowned fashion brands.

Through long-standing collaboration with leading fashion designers, the Company

develops and manufactures high-quality components that integrate seamlessly with the final product. Its modern production facility is equipped with advanced machinery and in-house laboratories, and, together with the expertise and craftsmanship of its skilled workforce, this has supported significant growth since 2019. The Company operates from a property of approximately 900 square meters arranged over two floors, with an adjacent 1,100 square meters of land comprising approximately 500 square meters of buildable area and 600 square meters designated for parking.

	2020	2021	2022	2023	2024
2025F					
Sales	1,100	1,320	1,985	2,897	
1,787	2,500				
EBITDA	90	115	90	160	130
200					

### TARGET 3

The Company is located in Central Italy and specializes in the production of luxury footwear insoles for renowned global high-fashion brands. Operating since 1985, the Company has continuously renewed itself by adapting to evolving market needs. Today, through the combination of advanced technology and extensive experience, it is able to meet customer demands with "Made in Italy" products distinguished by quality, precision, and refinement. The current production facility covers approximately 1,000 square meters, comprising 600 square meters of manufacturing space and 400 square meters of parking. A new 700-square-meter building is currently under construction, bringing the total area to approximately 1,700 square meters. In addition, the Company has recently invested in new cambering machinery, significantly enhancing the precision and quality of high-heel components.

	2021	2022	2023	2024	2025F
Sale	1,280	2,400	2,491	1,490	2,050
EBITDA	85	429	545	151	310

### TARGET 4

The Company, located in Central Italy, specializes in the production of footwear uppers for international luxury brands. It collaborates almost exclusively with the LVMH Group, while also manufacturing uppers for other companies belonging to the Group. Deeply rooted in the territory, the Company embodies the specialized expertise of a family tradition spanning the first and second generations, established in the sector and recognized for excellence in upper production. This know-how has supported international expansion, and today the Group employs more than 850 people in Serbia across four production facilities, each dedicated to specific upper categories.

	2021	2022	2023	2024	2025F
Sale	535	665	720	1,200	1,400
EBITDA	35	40	110	160	300

### TARGET 5

The Company produces elegant women's footwear and operates in Central Italy, serving prestigious brands such as Miu Miu and Prada. It develops its products through a fully integrated process, offering end-to-end services that include design support, prototyping, development, production, and final packaging and delivery to the end customer. The owning family also controls an Italian upper manufacturing company with revenues of approximately €1.1 million, which supplies the Company and other international luxury brands, primarily within the LVMH Group. The Company is currently at an advanced stage in the acquisition of a footwear manufacturing business intended to become a true extension of its production capabilities, particularly across additional product categories such as sneakers. It maintains a strong local presence and enjoys solid, long-standing relationships with its clients, supported by the consistently high quality of its production.

	2021	2022	2023	2024	2025F
Sale	6,130	14,290	14,480	11,135	14,780
EBITDA Adj	101	1,170	1,210	475	1,125

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