面向企业家和家庭的瑞士

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TARGET PRICE

$ 210,000,000

GROSS REVENUE

$ 0

EBITDA

$ 0

BUSINESS TYPE

银行

COUNTRY

瑞士

BUSINESS ID

L#20261115

简介：一家集财富管理、贷款业务以及企业/全球咨询服务于一体的瑞士银行平台。

- 管理资产规模：约30亿至50亿瑞士法郎
- 总资产：约7亿至11亿瑞士法郎
- 员工人数：约90至140人
- 年度营业收入：约4500万至6500万瑞士法郎
- 年度利润：数百万瑞士法郎（中个位数）
- 股东权益：超过1亿瑞士法郎
- 资本与流动性比率：远高于监管最低要求

业务模式：
将传统的瑞士财富管理与隆巴德贷款、精选房地产融资、结构化贷款、企业融资咨询、并购咨询、融资咨询、托管、交易及报告服务相结合。

客户群体：高净值人士、企业家、家族企业、外部资产管理机构以及中型企业。
该银行将私人财富管理与面向企业和创业项目的融资解决方案相结合。

投资理由：
对于寻求收购一家拥有成熟管理团队、覆盖多个客户群体且产品线广泛（超越传统私人银行范畴）的瑞士大型平台的收购方而言，该标的极具吸引力。
私人财富管理、企业融资和企业咨询服务之间存在巨大的交叉销售潜力。

为企业家和家族企业提供服务的瑞士银行，得益于该国作为领先的国际金融中心和企业咨询枢纽的地位。
企业主对将财富管理、企业融资、贷款和传承规划相结合的综合解决方案的需求持续增长。
能够将私人银行服务与企业咨询服务进行交叉销售的金融机构，不仅客户留存率更高、收入来源更广泛，而且长期盈利能力更强，这使得该商业模式对寻求建立全面客户关系的战略性银行集团而言尤为具有吸引力。

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