

DATE

July 10, 2025

SECTORS

Infrastructure

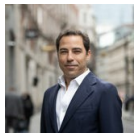
DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Rodrigo de la Viuda
Managing Director

DC Advisory advises Calero Marinas on the sale of a majority stake in Marina Lanzarote



Background

- Calero Marinas is a leading operator of yacht marinas in the Canary Islands, managing four concessions in three islands with an established presence in the industry and region
- A Calero Marinas asset, Marina Lanzarote, is a strategic facility that combines three main business lines: 378 rental berths, 84 commercial units and terraces, and is the only superyacht shipyard in the Canary Islands, covering an area of 16,920 sqm. Altogether, the marina extends across nearly 100,000 sqm in a prime location on the island

Process

- DC Advisory was engaged as exclusive financial advisor by Calero Marinas to conduct a comprehensive analysis of various capital solutions to support the company's growth objectives. This mandate included evaluating a range of financing options, such as the sale of a minority stake at the holding level and the arrangement of new debt facilities, among other strategic alternatives
- The key objective was to identify and secure the right partner to align with Calero Marinas' long-term vision and strategic goals, ensuring the company could access the most suitable capital structure to meet its expansion requirements
- DC Advisory provided extensive financial and strategic support, including financial modelling, transaction documentation preparation, and process

management

Outcome

- Calero Marinas decided to shift from a corporate deal to an asset deal, selling a majority stake in Marina Lanzarote to Buenavista Infrastructure, a private equity investor with significant expertise in the Infrastructure sector, and Nauplia Capital, a leading marina operator in Spain and Portugal
- The sale completed in July 2025
- DC Advisory helped Calero Marinas to achieve an optimal financial and contractual outcome from the sale of Marina Lanzarote
- Under the new structure, Calero Marinas will continue managing the asset's operations, ensuring continuity in delivery and local expertise
- This transaction demonstrates DC Advisory's expertise and in-depth knowledge of the Spanish and wider European Infrastructure sectors, while further solidifying its strong track record in the concessional segment

“DC Advisory's deep sector knowledge and hands-on support were key in realising our strategic objectives for Marina Lanzarote. Their ability to align all stakeholders and guide us through each stage of the process enabled us to strengthen our capital structure and secure partners who share our long-term vision. We are grateful for their dedication and for helping us secure the best possible outcome for Calero Marinas and our future expansion plans.”

Jose Juan Calero, CEO, Calero Marinas

“It was a privilege to advise on this transaction and deepen our relationship with Calero Marinas, and we look forward to seeing the business enter its next chapter of growth. The Canary Islands are strategically located for the yacht industry and future growth is further supported by the strong infrastructure features associated with the leisure marinas segment, including the adjacent maintenance and retrofitting services.”

Rodrigo de la Viuda, Managing Director, DC Advisory

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