Negocio de fabricación de cápsulas de café italiano

PRINTED ON: *June 15, 2025, 1:39 PM (EST)* **PUBLISHED ON:** *April 23, 2025, 7:37 AM (EST)* **UPDATED ON:** *June 15, 2025, 12:39 PM (EST)*

MERGERSCORP

The Leader In Business Sales Mergers & Acquisitions

Negocio de fabricación de cápsulas de café italiano

Está en marcha un proceso de venta competitiva de la totalidad del capital de una empresa italiana especializada en la producción B2B de cápsulas de café compatibles. La empresa opera exclusivamente en el segmento de las marcas blancas, prestando servicios a tostadores, distribuidores y marcas de café internacionales.

La empresa está posicionada en la gama de calidad media-alta, con un fuerte enfoque en la sostenibilidad, la innovación y las soluciones técnicas a medida.

Actividad principal y capacidades

- Fabricación exclusiva B2B/etiqueta privada para los principales actores internacionales del café
- Cápsulas compatibles con los principales sistemas, incluidas las variantes de aluminio y compostables
- Línea propia de cápsulas de sistema cerrado, ya activa en los mercados asiáticos
- Complemento opcional: un tostadero histórico (fundado en 1967) con una marca sólida y una clientela fiel
- Empresa interna de ingeniería para tecnología propia de procesamiento del café

Activos industriales

- 12 silos de desgasificación al vacío (1.200 kg cada uno)
- 5 líneas de envasado de gran capacidad (aluminio, compostable, IML)
- Línea propia de sistema cerrado
- Operaciones automatizadas de final de línea
- Unidad de tostado opcional (integrada y funcionando con una marca histórica)

Certificaciones y posicionamiento

- Certificaciones: BRC, BIO, HALAL, UTZ/Rainforest

GROSS REVENUE
$ 6,700,000

EBITDA
$ 1,020,000

BUSINESS TYPE
Fabricación

COUNTRY
Italia

BUSINESS ID
L#20250883

- Posicionamiento premium basado en materiales sostenibles, biodegradables y de base biológica
- Equipo directivo cualificado con profundos conocimientos técnicos verticales
- Capacidad probada de diseño de cápsulas y sistemas a medida

Datos financieros clave – Ejercicio 2023

Indicador	Valor
Ingresos	6,7 millones de euros
EBITDA	1,02 millones de euros (~15% de margen)
EBIT	€460k
Beneficio neto	€227k
Posición financiera neta (PFN)	€232k
Cuota de exportación	63%

La unidad de tostado opcional añade más de 1,4 millones de euros de ingresos adicionales con margen positivo.

Base de clientes

- Cartera de clientes bien diversificada y leal
- Más del 80% de las ventas proceden de clientes a largo plazo
- Fuerte presencia internacional en Europa y Asia
- Centrado en el segmento medio-alto de las marcas de distribuidor

Estructura de la transacción

- Venta de la totalidad del capital de la empresa fabricante de cápsulas
- Estructura flexible adaptada a las necesidades de los inversores
- Opción de incluir el negocio de tostado como complemento
- Equipo directivo abierto a permanecer tras la transacción

The information contained herein does not constitute an offer to sell or a solicitation of an offer or a recommendation to purchase securities under the securities laws of any jurisdiction, including the United States Securities Act of 1933, as amended, or any US state securities laws, or a solicitation to enter into any other transaction

The projected financial information contained in the Memorandum is based on judgmental estimates and assumptions made by the management of the target Company, about circumstances and events that have not yet taken place. Accordingly, there can be no assurance that the projected results will be attained. In particular, but without prejudice to the generality of the foregoing, no representation or warranty whatsoever is given in relation to the reasonableness or achievability of the projections contained in the Memorandum or in relation to the bases and assumptions underlying such projections and you must satisfy yourself in relation to the reasonableness, achievability and accuracy thereof.

By delivering this Memorandum, neither MergersUS Inc., nor its authorized agents are making any recommendations regarding the acquisition or strategies outlined herein. Interested parties shall exercise independent judgment in, and have sole responsibility for, determining whether an acquisition of the Company is suitable for them, and neither MergersUS Inc, nor its authorized agents have responsibility to, and will not, monitor the condition of interested parties to determine that an acquisition is or remains suitable for them. Among other things, suitability of an acquisition will depend upon an interested party's investment and business plans and financial situation.

This document is prepared for information purposes only. It is made available on the express understanding that it will be used for the sole purpose of assisting the recipients to decide whether they wish to proceed with a further investigation of the Proposed Transaction.

The recipients realize and agree that this document is not intended to form the basis of any investment decision or any other appraisal or decision regarding the Proposed Transaction, and does not constitute the basis for the contract which may be concluded in relation to the Proposed Transaction.

All information contained in this document may subsequently be updated and adjusted. MergersUS Inc. has not independently verified any of the information contained herein or on which this document is based. Neither the Company, nor its management or shareholders, nor MergersUS Inc. , nor any of their respective directors, partners, officers, employees or affiliates make any representation or warranty (express or implied) or accept or will accept any responsibility or liability regarding or in relation to the accuracy or completeness of the information contained in this document or any other written or oral information made available to any interested party or its advisers. Any liability in respect of any such information or any inaccuracy in or omission from the document is expressly disclaimed.

www.mergerscorp.com

MERGERSCORP
The Leader In Business Sales Mergers & Acquisitions

MERGERSCORP
The Leader In Business Sales Mergers & Acquisitions

WWW.MERGERSCORP.COM