

Empresa suiza italiana de fabricación de envases ecológicos establecida hace 20 años





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La empresa se complace en presentar la oportunidad de adquirir una **empresa de fabricación suizo-italiana bien establecida, con 20 años de antigüedad**, especializada en **soluciones de envasado ecológicas**. La empresa cuenta con un sólido historial operativo, generando **fuertes ingresos recurrentes B2B** procedentes de sectores globales de alto valor, como **la hostelería (HoReCa), las aerolíneas y el comercio minorista**. La organización está estructurada para la **escalabilidad internacional**, con una sede centralizada en Suiza que apoya las operaciones globales.

Estructura de la transacción propuesta

La desinversión ofrece una gran flexibilidad al inversor adquirente:

- **Adquisición del núcleo:** Hasta **el 100% del capital** de la entidad comercial principal (Holding del Grupo).
- **Activo estratégico opcional:** Opcionalmente, una **participación del 51%** en la unidad de producción propia italiana, que ofrece control operativo sobre el proceso de fabricación principal.

Principales aspectos financieros y operativos

Métrica	Detalles
Ingresos medios consolidados (2022-2024)	2,63 millones de USD
Margen bruto	Aproximadamente el 36%
Cartera de clientes	Presencia mundial en Europa, EE.UU., Asia y Oriente Medio , prestando servicios a aerolíneas, HoReCa, comercio minorista y eventos.
Alineación ESG	La empresa mantiene líneas de productos específicas centradas en materiales biodegradables y compostables , que cumplen estrictos criterios de sostenibilidad.
Estructura geográfica	Suiza (Sede Central y Administración del Grupo), EE.UU. (Ventas y Distribución), Unión Europea (Centro de Producción Central).

Oferta de productos básicos

La cartera de la empresa comprende soluciones sostenibles de alta calidad, esenciales para las operaciones de los clientes y la integridad de la marca:

- **Soluciones de servilletas premium** impresas a medida.

GROSS REVENUE

\$ 2,633,000

EBITDA

\$ 0

BUSINESS TYPE

Fabricación

COUNTRY

Suiza

BUSINESS ID

L#20250963

- **Envasado sostenible de alimentos y bebidas.**

- Materiales para puntos de venta diseñados para maximizar **la visibilidad de la marca** en la interfaz con el cliente.

Penetración en el mercado objetivo

La empresa mantiene una profunda penetración en varios sectores resistentes a la recesión y de alto crecimiento:

- **Sector de la Hostelería (HoReCa):** Hoteles, Restaurantes y Servicios Profesionales de Restauración.
- **Aviación y Marítimo:** Líneas Aéreas y Cruceros.
- **Servicios para empresas y eventos:** Eventos Corporativos y Deportivos a Gran Escala.
- **Comercio minorista:** Canales minoristas especializados y generales.

Compromiso con la sostenibilidad

Una ventaja competitiva fundamental es la plena integración por parte de la empresa de los principios Medioambientales, Sociales y de Gobernanza (ESG):

- Líneas completas de productos **totalmente biodegradables y compostables.**
- **Capacidades de diseño propias** unidas a una **unidad de producción eficiente y estratégicamente situada en la UE**, que garantiza un control de calidad superior y plazos de entrega reducidos.

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