

Productor italiano establecido de café en monodosis con una sólida posición en el mercado de café especial



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Productor italiano establecido de café en monodosis con una sólida posición en el mercado minorista

Productor italiano de café con más de 20 años de experiencia, especializado exclusivamente en el segmento de las monodosis (cápsulas y cápsulas compatibles). La empresa ha construido una sólida posición competitiva mediante una estrategia centrada, una producción de alta calidad y relaciones duraderas dentro del canal de la gran distribución (GDO).

Aspectos destacados de la inversión

- Especialista en monodosis Pure-Play
Totalmente dedicado a las cápsulas y monodosis, incluidas las soluciones compostables compatibles con los principales sistemas mundiales.
- Fuerte posicionamiento minorista
Aproximadamente el 70% de las ventas se generan a través de productos de marca propia en la gran distribución, complementados con asociaciones de marcas blancas.
- Cartera de productos diversa y de primera calidad
 - Mezclas de estilo italiano con gran atractivo para el consumidor
 - Líneas de espresso premium
 - Cafés especiales y de origen único
 - Productos ecológicos y de comercio justo
- Presencia establecida en el mercado con expansión internacional
Líder regional en Italia con una creciente presencia internacional, incluida la compatibilidad con los sistemas estadounidenses.
- Instalaciones de producción de última generación
Inversiones continuas en maquinaria avanzada que favorezca la escalabilidad y la eficacia.
- Trayectoria de crecimiento visible
Se espera que los ingresos alcancen ~10,5 millones de euros en 2026, impulsados por la expansión de la capacidad y la demanda del mercado.

Estrategia de crecimiento

- Ampliación de la capacidad de producción mediante un plan de inversión en maquinaria de 1 millón de euros
- Reforzar la presencia en los mercados internacionales
- Penetración creciente en los segmentos del café premium y sostenible
- Ampliar las asociaciones de marcas blancas con grandes minoristas

TARGET PRICE

\$ 5,500,000

GROSS REVENUE

\$ 10,500,000

EBITDA

\$ 500,000

BUSINESS TYPE

Alimentos y Bebidas

COUNTRY

Italia

BUSINESS ID

L#20261040

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