

Un affermato produttore italiano di caffè monodose con una forte posizione di vendita al dettaglio



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Un affermato produttore di caffè italiano con oltre 20 anni di esperienza, specializzato esclusivamente nel segmento del monodose (cialde e capsule compatibili). L'azienda ha costruito una forte posizione competitiva grazie a una strategia mirata, a una produzione di alta qualità e a relazioni di lunga data con il canale della grande distribuzione (GDO).

Punti salienti dell'investimento

- Specialista monodose Pure-Play
Completamente dedicato alle cialde e alle capsule, comprese le soluzioni compostabili compatibili con tutti i principali sistemi globali.
- Forte posizionamento al dettaglio
Circa il 70% delle vendite è generato da prodotti a marchio proprio nella grande distribuzione, integrati da partnership con marchi privati.
- Portafoglio di prodotti diversificati e premium
 - Miscele in stile italiano con un forte appeal per i consumatori
 - Linee di espresso premium
 - Caffè monorigine e speciali
 - Prodotti biologici e certificati Fair Trade
- Presenza consolidata sul mercato con espansione internazionale
Leader regionale in Italia con un'impronta internazionale in crescita, compresa la compatibilità con i sistemi statunitensi.
- Impianti di produzione all'avanguardia
Continui investimenti in macchinari avanzati che supportano la scalabilità e l'efficienza.
- Traiettoria di crescita visibile
Si prevede che i ricavi raggiungeranno ~10,5 milioni di euro entro il 2026, grazie all'espansione della capacità e alla domanda del mercato.

Strategia di crescita

- Espansione della capacità produttiva attraverso un piano di investimenti in macchinari da 1 milione di euro
- Rafforzamento della presenza nei mercati internazionali
- Aumenta la penetrazione nei segmenti del caffè premium e sostenibile
- Scalare le partnership a marchio privato con i grandi rivenditori

TARGET PRICE

\$ 5,500,000

GROSS REVENUE

\$ 10,500,000

EBITDA

\$ 500,000

BUSINESS TYPE

Bevande

COUNTRY

Italia

BUSINESS ID

L#20261040

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