

Estabelecido produtor italiano de café de dose única com forte posição no varejo



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Um renomado produtor italiano de café com mais de 20 anos de experiência, especializado exclusivamente no segmento de serviço único (cápsulas e cápsulas compatíveis). A empresa construiu uma sólida posição competitiva por meio de uma estratégia focada, produção de alta qualidade e relacionamentos de longa data no canal de varejo de grande escala (GDO).

Destaques do investimento

- Especialista em dose única Pure-Play
Totalmente dedicado a vagens e cápsulas, incluindo soluções compostáveis compatíveis com todos os principais sistemas globais.
- Forte posicionamento no varejo
Aproximadamente 70% das vendas são geradas por produtos de marca própria no varejo de grande escala, complementadas por parcerias de marcas próprias.
- Portfólio de produtos diversificados e premium
 - Misturas no estilo italiano com forte apelo ao consumidor
 - Linhas de café expresso premium
 - Cafés de origem única e cafés especiais
 - Produtos orgânicos e com certificação de comércio justo
- Presença estabelecida no mercado com expansão internacional
Líder regional na Itália com uma crescente presença internacional, incluindo compatibilidade com sistemas dos EUA.
- Instalações de produção de última geração
Investimentos contínuos em maquinário avançado que dão suporte à escalabilidade e à eficiência.
- Trajetória de crescimento visível
Espera-se que a receita atinja cerca de 10,5 milhões de euros até 2026, impulsionada pela expansão da capacidade e pela demanda do mercado.

Estratégia de crescimento

- Expansão da capacidade de produção por meio de um plano de investimento em maquinário de € 1 milhão
- Fortalecimento da presença em mercados internacionais
- Aumento da penetração nos segmentos de café premium e sustentável
- Ampliação de parcerias de marcas próprias com grandes varejistas

TARGET PRICE

\$ 5,500,000

GROSS REVENUE

\$ 10,500,000

EBITDA

\$ 500,000

BUSINESS TYPE

Alimentos E Bebidas

COUNTRY

Itália

BUSINESS ID

L#20261040

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